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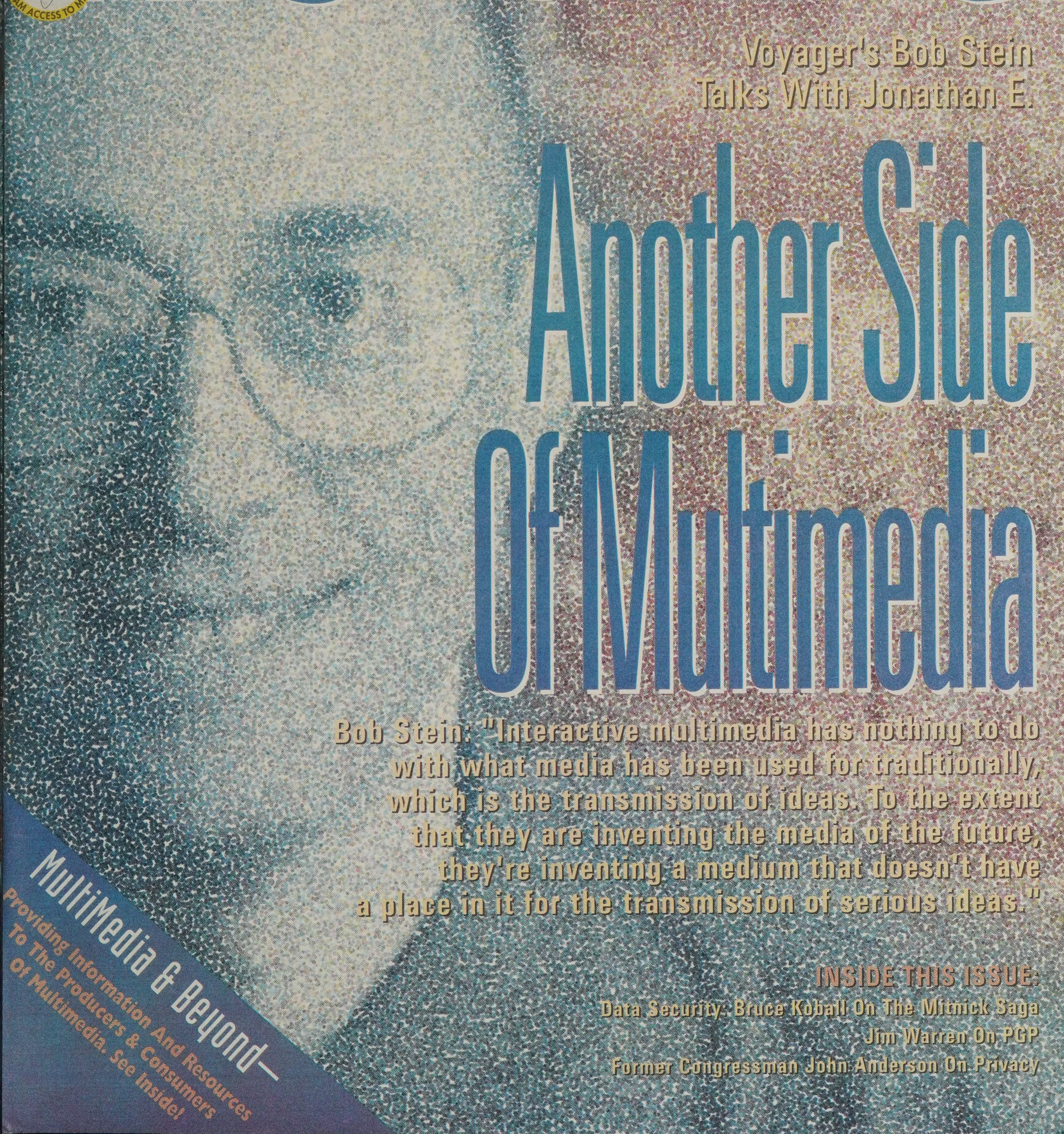

Voyager's Bob Stein Talks With Jonathan E.

Another Side Of Multimedia

Bob Stein: "Interactive multimedia has nothing to do with what media has been used for traditionally, which is the transmission of ideas. To the extent that they are inventing the media of the future, they're inventing a medium that doesn't have a place in it for the transmission of serious ideas."

INSIDE THIS ISSUE:

Data Security: Bruce Koball On The Mitnick Saga
Jim Warren On PGP
Former Congressman John Anderson On Privacy

MultiMedia & Beyond—
Providing Information And Resources To The Producers & Consumers Of Multimedia. See Inside!

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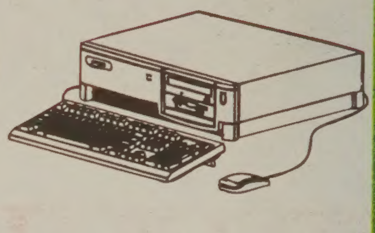

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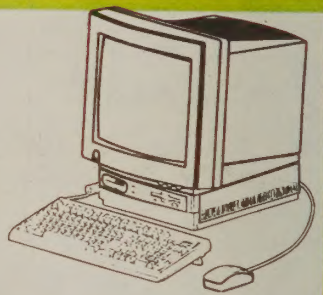

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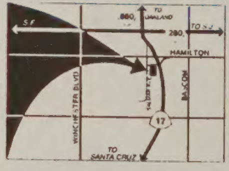
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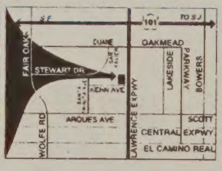
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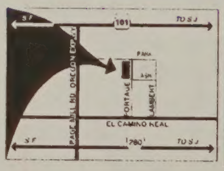
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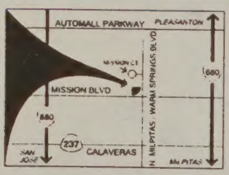
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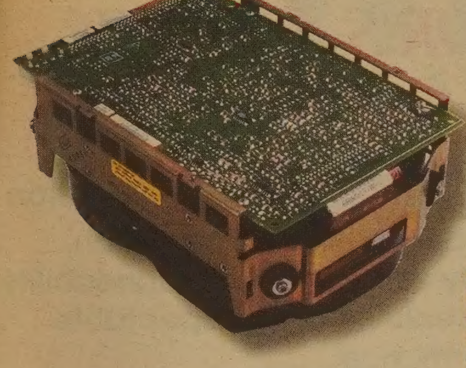

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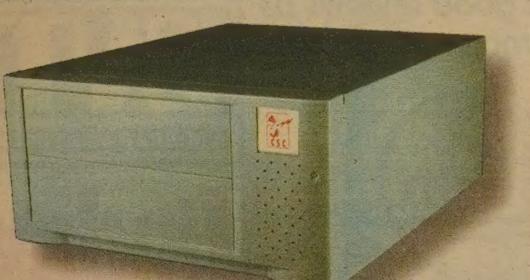

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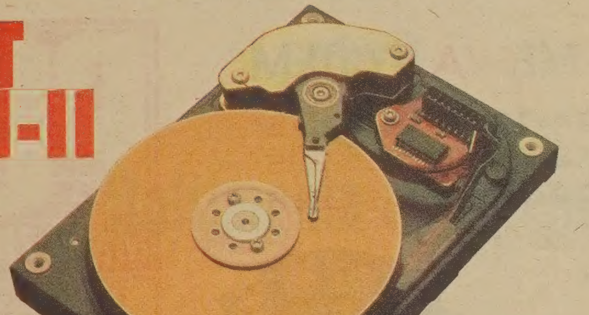

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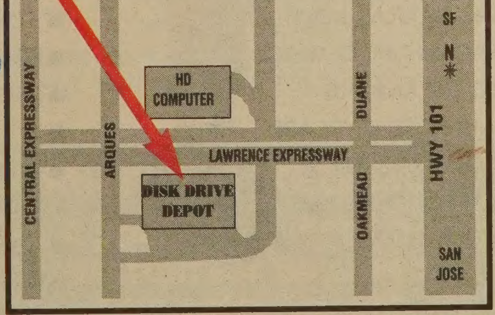

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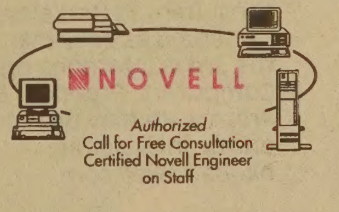

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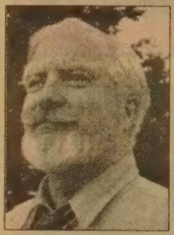

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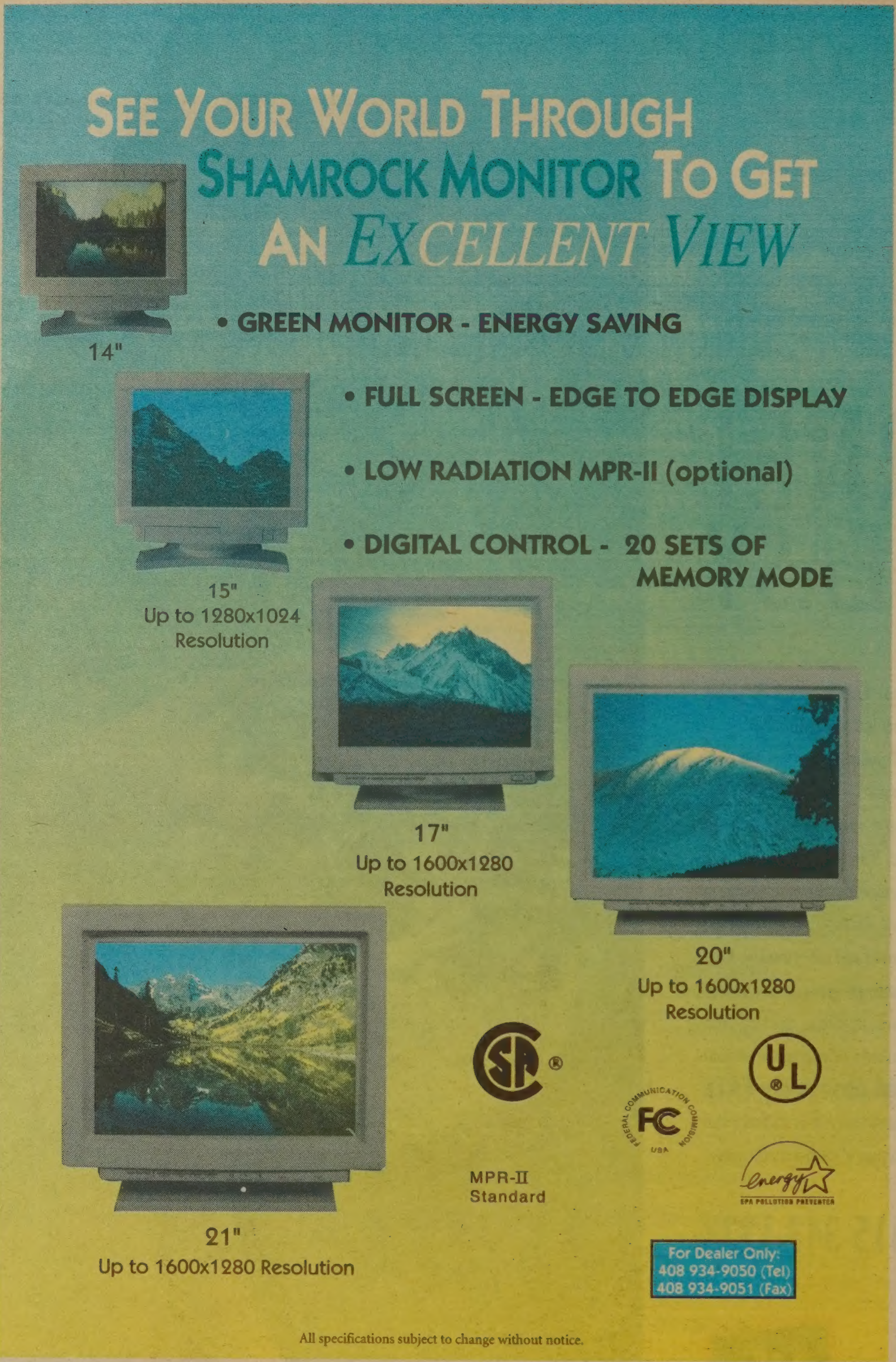

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This Vol. 11 No. 4 April 3, 1995, Whole No. 135. MicroTimes, California's Computer Magazine, is published by BAM Media, Inc., 3470 Buskirk Ave., Pleasant Hill, CA 94523. Phone Advertising Office (510) 934-3700. Fax (510)934-7351. email Microx@well.sf.ca.us Los Angeles Office, 6767 Forest Lawn Drive, Suite 110, Los Angeles, CA 90068. Phone (213) 851-8600. Fax (213)851-8303. San Jose Office, 36 Harold Ave., Suite 2, San Jose, CA 95117. Phone (408) 244-4400. Fax (408) 248-4552. Anaheim Office, 801 East Katella Ave., Suite #210, Anaheim, CA 92805. Phone (714) 939-2809. (714)978-6135. MicroTimes™ is © 1995 by BAM Media, Inc. Subscription rates: 14 issues, U.S.: 4th Class $35 (Allow 3 to 4 weeks for delivery), 1st Class $65 (Allow 1 to 2 weeks for delivery). MEXICO & CANADA: Surface Mail $50 (Allow 4 weeks for delivery). Air Mail $75 (Allow 1 week for delivery). OVERSEAS: Surface Mail $50 (Allow 6-10 weeks for delivery), Air Mail $178 (Allow 1 week for delivery). To receive sample issues, please send $5 ($6 for overseas) to cover postage costs. Back issues are $6 each. All rights reserved. Reproduction in whole or in part without permission of Publisher is strictly prohibited. The staff and management of MicroTimes do not advocate or encourage the use of any product or service advertised herein for illegal purposes.

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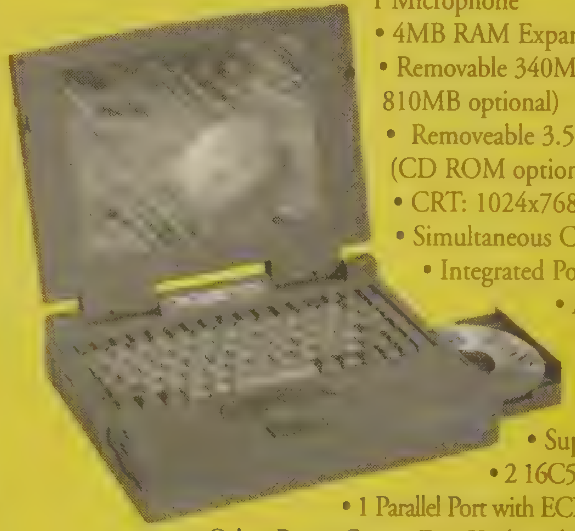

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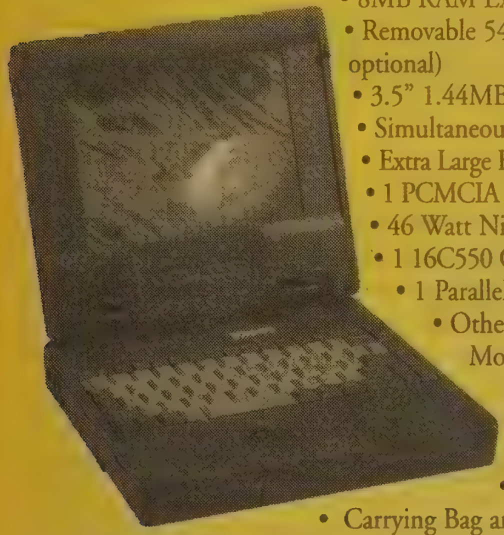

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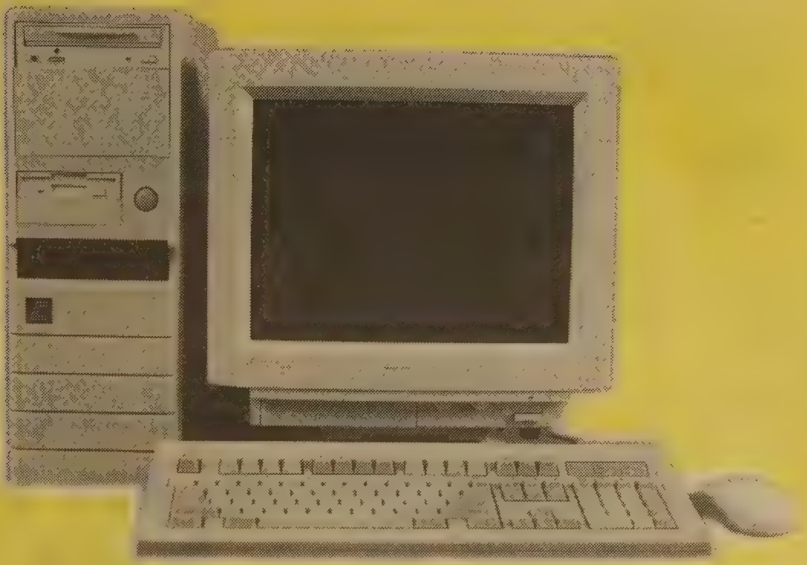

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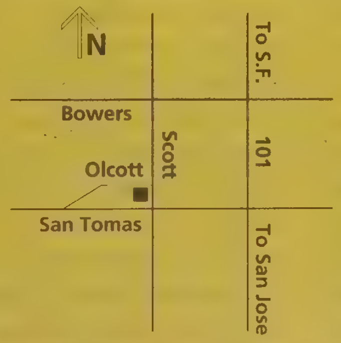

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BY PAUL HOFFMAN

Industry Insight

Lawyers In The News AGAIN, And Not Just At The O.J. Trial...

Federal Judge Overturns Antitrust Agreement Between Microsoft And Department Of Justice

Last summer, much of the microcomputer industry was upset that after many years, the Department of Justice decided to abandon its pursuit of Microsoft for monopolistic actions by signing a relatively lenient agreement. In fact, Microsoft said at the time that, based on the agreement, it would change hardly any of its business practices.

Apparently, the Justice Department assumed that the federal District Court judge who had to look over the agreement would find it to be appropriate.

He didn't. US District Court Judge Stanley Sporkin rejected the consent decree, claiming that it was not in the public interest. Specifically, he ruled that the decree didn't go far enough in punishing Microsoft for its previous transgressions; that the agreement didn't address major antitrust issues such as operating system monopolies; that it was unclear how the agreement would be monitored; and that the Justice Department didn't give the judge enough information in a timely manner. The long ruling from the court gave many specifics that indicate that Judge Sporkin found the Department of Justice and Microsoft too cozy about the agreement.

The Department of Justice expressed outrage at the judge's decision, saying that its agreement with Microsoft was the best that it could have achieved without taking Microsoft to court, a process that would have cost the Justice Department a great deal of time and money. The ruling, which the Justice Department and Microsoft are appealing together, leaves the industry nowhere. If the appeal fails (as well as a likely appeal to the Supreme Court if the first appeal fails), the Justice Department would be forced to choose among coming up with a new agreement with Microsoft, ignoring the agreement and prosecuting Microsoft for antitrust violations, or doing nothing.

Few in the industry feel that the agreement was the best that the Department of Justice could get; instead, it is clear that the Department of Justice didn't want to pursue the case very far, probably due to budgetary restrictions. Judge Sporkin essentially said that that wasn't a good enough reason to sign such a weak agreement.

The fact that the judge could rule at all on the case is a testament to how poorly the Justice Department has enforced antitrust laws in the hundred years or so they've been around. In the 1970s, Congress passed the Tunney Act (named for one of California's most populist senators, John Tunney) that forced agreements between the Justice Department and a company under investigation to be ratified by a District Court judge. The Tunney Act was a response to the flagrant abuse of power by the Nixon administration in letting big corporations act in monopolistic fashions by making toothless or minor agreements with the Justice Department.

While few are accusing the Clinton administration of being as sleazy as the Nixon administration with respect to chumminess with big business, the Microsoft agreement clearly showed that they were not willing to fight obvious abuses of power in the marketplace in court, or to make tough agreements. Thus, Judge Sporkin took an activist stand based on his view of the intent of the Tunney Act and tossed out the agreement.

The Department of Justice and Microsoft appealed the decision, saying that the judge improperly tried to look at the history of the investigation against Microsoft, and that he looked beyond the agreement to see whether Microsoft had been punished enough for acts not mentioned in the agreement. Further, the Department of Justice complained that his ruling threatened their ability to make agreements with other large companies, since those agreements would likely be questioned as well. In the days following the announcement, legal scholars and antitrust lawyers lined up on both sides of the decision.

Even if the appeal of Judge Sporkin's ruling is successful, it puts a cloud over relations between Microsoft and the Justice Department. Currently, the Justice Department is trying to decide whether or not Microsoft's purchase of Intuit, by far the largest seller of checking and tax preparation software, would be allowed under the antitrust laws. By attempting to purchase Intuit, Microsoft is admitting that it cannot gain enough market share just by improving its own competing software (Microsoft Money) or by beefing up its marketing. One part of the antitrust laws is specifically aimed at preventing nearly complete market domination through simple purchases of smaller competitors.

The Microsoft-Intuit deal has already been generating a great deal of opposition, not just from companies who might be competing in the same field. Other companies say that Microsoft's attempt to buy Intuit show that it has learned nothing

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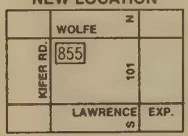

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since its agreement with the Justice Department, and that it might come after their markets whenever it chooses. Others worry that if personal finance is linked too closely to the operating system, it will be impossible in the future to develop new finance software without approval from Microsoft, a scenario that has become all to familiar to companies who accidentally became competitors with Microsoft after having already been in a particular market for years.

While some in the industry, even competitors of Microsoft, claim that the Department of Justice did the best it could without going to trial, Judge Sporkin clearly did not agree. While awaiting the results of the appeal process, which could conceivably take years, Microsoft may continue to use the heavy-handed actions for which it is notorious in the industry. On the other hand, Microsoft might back off a bit, lest the Department of Justice feel the need to look tough, take Microsoft to court on wider charges than were covered in the consent decree, and start rejecting Microsoft's attempts to buy competitors.

While that may sound like an unlikely scenario, remember that President Clinton may use Microsoft as a target in his attempt to "look tough" and "show resolve" in the face of adversity, knowing that such moves would really not hurt Microsoft much nor lose Clinton much in the way of campaign contributions next year.

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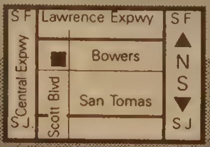

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> **Few in the industry feel that the agreement was the best that the Department of Justice could get; instead, it is clear that the Department of Justice didn't want to pursue the case very far, probably due to budgetary restrictions.**

In And Out Of Court, Apple And Microsoft Spar Over Just About Everything

Just when it seems like everything is starting to settle down between the giants of the computer industry, they start sniping at each other, lobbing lawsuits and accusations, and generally airing their private disputes in public.

The latest participants in the public attacks (which have started to resemble kids' standard "Did not!"—Did too!"—Tell him to stop bugging me!" routine) are Apple and Microsoft.

Apple has recently gone out of its way to make Microsoft look bad by accusing

continued on page 18

Industry Insights *continued*

TECHNOLOGY STOCKS FOLLOW DOW'S LEAD TO RECORD HIGHS

Microtimes Index Soars To Record High of 6042.96

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	SOFTWARE										
OTC	Adobe	ADBE	34.50	37.25	2.75	7.97	-	0.20	0.54	38.50	21.50
OTC	Autodesk	ACAD	36.00	41.50	5.50	15.28	36	0.24	0.58	41.50	23.25
OTC	Borland	BORL	7.63	9.25	1.63	21.31	-	0.00	0.00	15.13	6.00
OTC	Informix (H)	IFMX	36.50	38.38	1.88	5.14	39	0.00	0.00	39.75	14.25
OTC	Lotus	LOTS	46.75	40.75	-6.00	-12.83	-	0.00	0.00	85.00	29.75
OTC	Microsoft (H)	MSFT	60.88	70.50	9.63	15.81	33	0.00	0.00	72.00	41.00
OTC	Novell	NOVL	20.06	19.25	-0.81	-4.05	32	0.00	0.00	24.25	13.38
OTC	Oracle (H)	ORCL	30.75	32.75	2.00	6.50	43	0.00	0.00	33.88	17.50
OTC	Software Publishing	SPCO	4.25	3.75	-0.50	-11.76	-	0.00	0.00	7.63	3.00
OTC	Symantec (H)	SYMC	21.13	23.00	1.88	8.88	32	0.00	0.00	23.50	9.88
	HARDWARE										
OTC	Apple	AAPL	43.19	35.00	-8.19	-18.96	9	0.48	1.37	48.06	24.63
OTC	AST Research	ASTA	15.38	15.50	0.13	0.81	-	0.00	0.00	24.00	10.38
NYS	Compaq	CPQ	37.88	32.25	-5.63	-14.85	10	0.00	0.00	44.38	29.50
NYS	Digital Equipment	DEC	36.13	32.13	-4.00	-11.07	-	0.00	0.00	38.75	18.25
OTC	Dell	DELL	45.25	43.75	-1.50	-3.31	13	0.00	0.00	47.75	21.25
NYS	Hewlett-Packard (H)	HWP	115.88	120.25	4.38	3.78	17	1.20	1.00	121.88	71.88
NYS	IBM (H)	IBM	75.50	81.75	6.25	8.28	16	1.00	1.22	83.00	51.38
NYS	Silicon Graphics (H)	SGI	35.25	34.63	-0.63	-1.77	31	0.00	0.00	35.88	18.75
OTC	Sun Microsystems	SUNW	34.13	33.25	-0.88	-2.56	13	0.00	0.00	37.63	18.25
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OTC	Intel (H)	INTC	79.88	81.88	2.00	2.50	16	0.24	0.29	82.88	56.00
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NYS	Motorola	MOT	64.25	56.88	-7.38	-11.48	21	0.40	0.70	64.75	42.13
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DOW JONES INDUSTRIAL AVERAGE	3987.52	4038.37	50.85	1.28
STANDARD & POOR'S 500 INDEX	485.22	491.88	6.66	1.37
N.Y.S.E. COMPOSITE	263.27	266.15	2.88	1.09
NASDAQ COMPOSITE	793.31	807.38	14.07	1.77

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07/22/94	4577.29	3735.04
08/19/94	5070.19	3755.11
09/16/94	5323.66	3933.35
10/27/94	5478.47	3875.15
12/16/94	5370.37	3807.19
01/18/95	5832.57	3928.98
02/16/95	5961.54	3987.52
03/15/95	6042.96	4038.37

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High-tech stocks sprinted to higher ground during the month ended March 15, fueled by record-breaking performances by the Dow Jones Industrial Average and the S&P 500, among others.

When the books were closed on the trading session, here is how our industry fared last month: the MicroTimes Stock Index stood at a brand new record high of 6042.96, up 81.43 points, or 1.37%. Advancing stocks outpaced declining issues by a 20-to-10 count, while those stocks reaching new 52-week highs blanked those falling to new lows by an 11-to-0 count.

In comparison to the above record-breaking performances, the Dow Jones Industrial Average and the S&P 500 also plowed their way into uncharted territory, soaring to new highs of 4048.75 and 492.89, respectively, on Tuesday, March 14, before falling back a bit on profit taking.

Turning to stocks in the MicroTimes Stock Index:

Borland topped the leaderboard on a percentage-gained basis last month, as it ascended 21.3% before coming to rest at $9.25. The company won an appeal of Lotus Development's copyright infringement suit against it, saving Borland as much as $100 million in damages. Lotus fell $6 a share, or 12.8%, to conclude at $40.75.

Apple's share price turned sour last month, falling $8.19 a share, or 19%, before heading for the exits at $35. In mid-March, Morgan & Stanley lowered its opinion on the stock to "neutral" from "outperform." Separately, CNBC correspondent Dan Dorfman said he was informed by a Wall Street analyst that Apple could fall to $25 a share in the next twelve months. Among the reasons: gross margin pressure, compressed product life cycles, and nominally higher backlogs. Apple, not surprisingly, was the largest dollar and percentage-loser of the portfolio last month as a result of the above events.

Microsoft rocketed $9.63 a share higher, or 15.8%, before calling it quits at $70.50, but not before it hit a new 52-week high of $72 during the period. Intuit's chairman, Scott Cook, said last month that "there is no legal case" to block Microsoft's proposed $1.5 billion acquisition of Intuit. Microsoft was the largest dollar-gainer of the portfolio last month. ■

Industry Insights

continued from page 16

Microsoft of stealing program code and not giving Apple sufficient access to early copies of Windows 95. Microsoft, in turn, has accused Apple of lying and blowing the dispute out of proportion.

It's hard to say just what got Apple upset first. A few months ago, Apple accused Canyon, one of its contractors, of selling source code from Apple's QuickTime for Windows software to Microsoft and Intel. The software greatly accelerates the ability of Windows-based systems to show video clips. Apple's QuickTime for Windows (and its similar software for the Macintosh) is widely acknowledged as being much faster in showing video than Microsoft's Video for Windows product.

A little while later, Apple had wide-ranging talks with Microsoft covering such issues as the probably misappropriated code, the competition between Apple's OpenDoc software and Microsoft's OLE software, Apple getting access to enough copies of Windows 95, and Microsoft's popular application products on the Macintosh, such as Word and Excel. At around the same time, the US Supreme Court rejected Apple's final appeal to its 1988 lawsuit against Microsoft for infringement of Apple's visual copyright. Further, Microsoft insulted Apple by saying that the code was not important and could be replaced with just a few weeks of work on the part of its programmers.

OLE and OpenDoc are different software platforms that allow programs to interact and exchange data; OLE is Microsoft's software, OpenDoc is Apple's. Most developers who have worked with both say that OpenDoc is far superior to OLE, but they also note that OLE is already in the market and OpenDoc won't be released for many months. Last year, Microsoft tried to get Windows 95 software developers to promise not to also work on OpenDoc, but backed down when some of the developers complained in public about the move.

After the meeting, Apple sent a letter to US District Court Judge Stanley Sporkin, accusing Microsoft of unfair trade practices with respect to Windows 95 and OLE. In the letter, Apple said that Microsoft had threatened to discontinue working on its Macintosh applications if Apple continued to push OpenDoc. Further, Apple said that Microsoft's withholding of sufficient copies of Windows 95 beta software was evidence of Microsoft's monopolistic tendencies. The letter arrived in Judge Sporkin's office the day before he ruled against the Microsoft agreement with the Department of Justice, and the judge says that the letter had no effect on his ruling.

Microsoft claims that it did not threaten to stop developing Macintosh software, which is believable because Microsoft sells more than half a billion dollars of Mac software every year. Microsoft also claims that Apple agreed to talk to it before bringing lawsuits in the future, and failed to do so in the video code case. On the other hand, Microsoft also started using obfuscating tactics with respect to the video source code by saying that the code wasn't in Windows 3.1 and wouldn't be in Windows 95. That's true, but only because the code comes with software that Microsoft sells to video developers and it comes with every Windows video program you buy. After Apple got a restraining order on Microsoft's use of the disputed code, Microsoft agreed to remove the code from its developer kit and replace it with its own code. It is not clear whether that code will be faster or slower than Apple's code.

Given the two companies' general attitudes and the way they treat publicity about each other, it is likely that neither is telling the truth. The most likely scenario is that Microsoft tried to pressure Apple to drop OpenDoc because Microsoft is worried about developers using OpenDoc instead of OLE. Apple chose to purposely misinterpret the pressure as anticompetitive and went whining to Judge Sporkin and the public about it. Microsoft is clearly worried about the quality of OpenDoc, and Apple thinks that complaining in public about Microsoft will win it support.

Separately, Apple probably discovered that the video software contractor had sold its source code to Microsoft and decided to try to pressure Windows video software developers into also supporting Apple's QuickTime standard by suing Microsoft and making threats against the developers unless they also became QuickTime developers. Microsoft chose to bluster about how insignificant the Apple code was, at the same time hinting that the code wasn't really Apple's and that they weren't really using it anyway.

In both circumstances, Apple acted like Apple by suing for the perceived publicity value, and Microsoft acted like Microsoft by pretending that it was always right and that no one cares when other companies make better software. Both attitudes hurt their respective customers and leave a bad taste in the mouths of their prospective customers. ■

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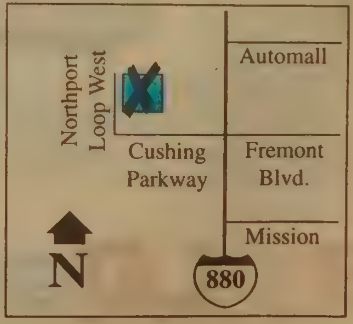

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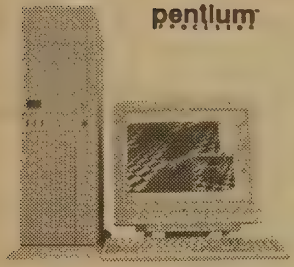

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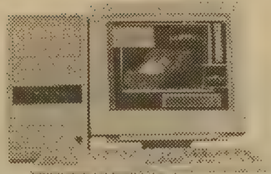

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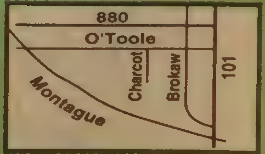

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REALIZABLE FANTASIES • BY JIM WARREN

Is Phil Zimmermann Being Persecuted For PGP?

If Zimmermann loses, he goes to prison for years of *mandatory* incarceration. When he comes out, his young daughter will be a teenager. All because he dared to write a cryptographic program that the government couldn't crack, that someone else made available to US citizens.

I write this on March 2, envisioning the possibility of being enjoined from speaking or writing about the subject further by a federal grand jury in San Jose next Tuesday.

Subpoena Follows Op-Ed

On Wednesday, February 22, an op-ed piece that I wrote appeared in the *San Jose Mercury News*, captioned, "Encryption could stop computer crackers." In the wake of massive Internet break-ins, I urged adopting nationwide, standardized, by-default, end-to-end data communications and file encryption using the most secure scrambling technologies that are publicly known and published worldwide. I criticized the FBI and NSA (National Security Agency) for zealously—and successfully—opposing all such protection, thus seriously endangering innocent citizens and law-abiding businesses.

On February 26, a similar op-ed of mine appeared in the Sunday edition of the combined *San Francisco Examiner* and *San Francisco Chronicle*, emphasizing the unnecessary danger and billions of dollars of losses resulting from the government's preoccupation with protecting, and greatly enhancing, its eavesdropping capabilities.

> But thugs don't pick on targets that can defend themselves. Goons go for the frail and weak and helpless —like Phil Zimmermann.

Three days later, two US Customs Special Agents appeared at my home, unannounced, and soon handed me a federal grand jury subpoena. I am "commanded to appear and testify before the Grand Jury of the United States District Court" on March 7. The subpoena was dated February 27—the first workday after the Sunday *Examiner's* op-ed piece.

Whoever said government is inefficient?

Interview Recording Prohibited

The agents—two pleasant, businesslike young women—said they were here about Phil Zimmermann and his encryption software known as PGP, "Pretty Good Privacy."

I laughed and said, "Oh—okay, come on in," and led them up to my office, grabbing a tape recorder along the way.

I sat down and—prominently turning on the recorder—said, without being confrontational, that I'd like to record the interview.

Whoooppps!—flag on the play. They said they would want to take a copy of the tape with them when they left. That was fine with me, so I turned off my recorder and went for a second recorder from my car.

Drat!—I wish I'd left the recorder running, because when I returned, they had decided they needed approval from Assistant US Attorney Bill Keane, the AUSA in charge of investigating Zimmermann and PGP.

They called Keane. He was out. They left a message, then said that—in the absence of his approval—they would have to forgo the interview, and made motions to leave. I was curious about what they wanted, and it occurred to me that I probably couldn't record my testimony before the grand jury, anyway. So after some discussion, we agreed not to record. In the process, they offered to allow me to copy their interview notes—which I thought was a rather neat show of good faith.

However, before we began, the senior agent looked at me with a moment of clear hesitancy and suspicion, and asked several times that I verify that our conversation was not being recorded. I did, pointing out that it would be a criminal misdemeanor—in California—if I recorded them in this private place without their knowledge.

Partway through the interview, Keane returned his agent's call. I asked if he would say why we couldn't record the interview, with both of us having a tape. He said only that he didn't wish to have it done.

Apparently we citizens aren't the only ones who are paranoid.

Real-World Big Brother

The interview was relaxed, candid, and cordial. The agents said they were just seeking the facts of what actually happened—to wit:

On April 10, 1991, shortly after the Gulf War, a message from *WHMurray@dockmaster.nccsc.mil* cascaded across the computer nets, warning about one sentence

continued on page 196

BY DAVE HUGHES

Does Anybody Care?

Backroom Deal-Making Threatens Consumer Communications

[Telecom *pioneer and computer populist Hughes posted this in various locations and distributed it to the Colorado media on the eve of the fast-track passage of a bill by which both telephone and cable companies hoped to be able to charge consumers by the amount of information transmitted over their systems—i.e. data communications would explicitly not be considered part of, and subject to the same regulations as, Plain Old Telephone Service. Hughes, who works extensively with community groups, schools, local sysops, and other grassroots organization, cited the comment someone had sent him that the bill had the effect of "making all speech commercial."*

As a direct result of this document by Hughes, the bill's sponsor agreed that considerable rewriting and attention to previously unmentioned issues was called for. As similar battles loom in other states, including California, we think Hughes does a good job of defining the issues and are pleased to bring this to our print-medium readers.—eds]

All the telcos and cable companies are, of course, mounting one-two punch assaults on Federal and State telecommunications regulatory laws, trying to get all the deregulation they can get away with.

Yesterday, March 8, Republicans in the Colorado House and Senate introduced sweeping and historic deregulation legislation, which text was approved by MCI, US West, AT&T, and TCI sitting with the awfully compliant governor (who did not invite any of the state telecom policy players to the mano-mano deal-making meeting in which the draft was approved).

Of course the media have only commented on its effect on residential "voice" consumer matters. Nobody has even thought about its effect on "data" users/producers.

So I posed this set of questions/assertions to the Denver media.

•Are there any provisions in the Foster-Norton Colorado Communications De-Regulation Bill that ensure that the public policy principle of universal access for data, and not just voice, services will be within the power of the PUC to guarantee?

There is substantial evidence at the national level that it is the intent of communications companies, from regional Bell operating systems (RBOCS) to national carriers like MCI, Sprint, and AT&T, to differentiate data from voice—which can mean as little as small-business fax machines or simple modem dial-up access to services, to the resale of Internet access services, either through US West or other carriers. They also plan, as soon as they can under deregulation, to differentiate "data" from "voice" and charge, not only or just by "time" online, or by the capacity of data "pipes" they sell, but also "by the packet" i.e. by the "volume" of communications.

This is not to be confused with the delivery or pricing of commercial entertainment "content" as data, whether by voice or cable lines. I am talking about interactive email, for example.

If exploitive metered data pricing occurs—charging by the volume of data by carriers—without proper public-interest safeguards in Colorado, it will be the death of "public" as distinct from "commercial" Information Highway services: educational, from home schooling and K-12 to higher and continuing education; public library access (Colorado's excellent ACLIN system); and access to local, state, and national government data-bases.

Not to mention free computer bulletin boards (of which there are over three thousand in Colorado, including sponsored "free-nets," and sixty thousand nationally), would be connected to business-rate voice lines—whether operated by offices, schools, government agencies, nonprofit organizations, or by hobbyists and youths who have been doing more technological invention, and learning more about Cyberspace on what are now "free" local BBSes, than all the schools put together. Small businesses, part-time, and self-employed people—a huge portion and the most promising growth sector of Colorado's "knowledge worker-providers"—who can today use *or provide* flat-rate Internet services, will be affected.

If exploitive metered data pricing occurs—charging by the volume of data by carriers—without proper public-interest safeguards, it will be the death of "public" as distinct from "commercial" "Information Highway" services.

•Why?

"Metered by the packet" services, measured at the *provider* end of things (which the new technologies being adopted by the phone companies getting into data ,such as ATM, will make possible) will make it virtually impossible for "providers" to offer flat-rate commercial services, and for "public" agencies to offer "free" dial-up services, when they will be charged for the "volume" of data the consumer takes over the lines. No school will let students have nighttime access to their systems if they do not know the exact cost of their access lines.

•Is that in the public interest?

Telcos can't wait until they can set "usage" and "metered" prices for data. They all want to cash in on the gold mine of the sheer volume of data which even today is flowing between the 4.3 million Internet hosts.

•Can competition prevent this?

I doubt it. The telcos and cable companies intend cartels, not true competition. Once it becomes "the thing" to meter by the packet, led by the giants, everyone will do it. And if *anyone* in the "food chain" of data services (national backbones, regional interconnects, T3 to 56KB providers) charges by the packet for those transiting their circuits, it will have to cascade down. Until every kid running a free BBS will have to shut down.

Does anybody on this have any *real* answer to the destructive effect metered pricing will have on grassroots and public datacom, besides the Libertarian mantra of "Oh, competition will take care of everything"? Does anybody even care? ■

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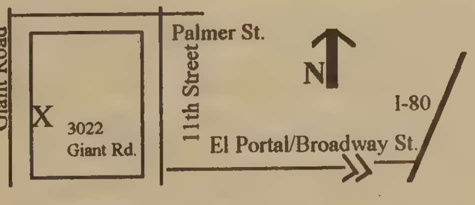

BY JOHN ANDERSON

Remarks To The RSA Data Security Conference

The following *is excerpted from former Congressman and presidential candidate Anderson's keynote address on January 9 at the RSA Data Security Conference, an annual gathering of cryptography experts sponsored by RSA Data Security.*

In the audience Q&A that followed Anderson's talk, he was asked whether he believed that individual citizens had the inherent right to keep secrets from their governments.

Anderson's reply, accompanied by much applause:

"I certainly believe that yes, there is a personal right of privacy that means you can keep secrets from the government. Put me down with an emphatic affirmative for that proposition. You don't really have to use the somewhat difficult and even sophistical explanation that Justice Douglas once did when he talked about the emanations that come from the penumbra that surrounds the First Amendment. I would put it much more flatly.

"Larry Tribe, a good friend of mine and a distinguished professor of constitutional law at the Harvard Law School, puts the right of privacy in terms of the inherent human right to autonomy, to personhood. To believe that you are, in your personhood, entitled to know certain things, and to entertain certain opinions, and to have certain feelings, and that there is no obligation that all of that has to be dished out to the federal government or to any level of government."

* * * * *

In reflecting upon my role as keynoter before this very distinguished gathering of some of the world's greatest cryptographers, men of science, pillars of success in the business community—all of that has left me feeling properly humble, perhaps to the point where I should resume the political career I left some years ago.

Because, in a more serious vein, I really believe that only those that are humble enough to admit that they surely do not know all the answers, particularly in this very difficult and complex field, are those who, in the spirit of a genuine seeker for the truth, can endeavor to seek out the best answers.

Thomas And Self-Government

We saw the opening of the 104th Congress last Wednesday; on the very next day it was announced by the new Speaker that "a participatory dialogue on self-government" would become available worldwide through the Internet. I hope that "Thomas," so named in honor of our third president Thomas Jefferson, will promptly begin to give us the full text of bills from the last Congress, and also directory information, committee schedules, and House session schedules. And before the month is out, all full texts of all new legislation that is being introduced into this 104th Congress. I think it can be a very useful thing indeed.

We can rejoice at the fact that government being online may indicate that winds of change are blowing through the stale and musty corridors on Capitol Hill that formerly opened on little hideaway offices, the hideaways of a select and senior few who could make deals about little-known matters, some that were not widely known about until the die was irrevocably cast.

In unveiling the new online Congressional information system, Speaker Gingrich used the well-worn but still time-honored phrase: "Knowledge is Power." Jefferson, the man for whom that system is named, is remembered for saying that he would "swear upon the altar of Almighty God eternal hostility against every form of tyranny over the mind of man," and it was also he who said that "if a nation expects to be ignorant and free, in a state of civilization, it expects what never was and never will be." And who also declared that "sometimes it is said that a man cannot be trusted with the government of himself."

When we get into the issue of the Clipper chip and the effort of government to make standards in data protection, we are suggesting, it seems to me, that man cannot be entrusted with the kind of self-governance that would be involved in leaving to the private sector and to the free enterprise community the standard-setting in that regard.

But Jefferson went on: "Have we found angels in the form of kings to govern him?"

He believed that there was "no safe depository of the ultimate powers of soci-

When we get into the issue of the Clipper chip and the effort of government to make standards in data protection, we are suggesting, it seems to me, that man cannot be entrusted with the kind of self-governance that would be involved in leaving to the private sector and to the free enterprise community the standard-setting in that regard.

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ety, but the people themselves." Those are the words of the man for whom this new information system has been named.

Fear Itself, And The Law Of Unintended Consequences

I accepted an invitation about a year ago to become a member of the advisory board of the Electronic Privacy Information Center (EPIC) because I believe that as the infrastructure of a national information system is being put in place, we are going to be faced with very real threats to the privacy of electronic communications, to the public-key system, which is what this conference is about.

Why? It is because there are paralyzing fears of a spread of international terrorism, or of narco-terrorism, where you have the unholy union and wedlock of the drug trade and those who would use the proceeds of that illicit enterprise to finance their fanatical political goals.

It is true, as a result of the fears that have been generated in this regard, that there are those who believe that the answer lies in constructing an Orwellian surveillance society. Not only in the area of heightened criminal activity, but in more generalized concerns that exist about the preservation of our national security in an increasingly anarchic post-Cold War world, with the virulent new nationalisms that it has spawned. Voices are heard advocating that we curb anonymous transmissions, and also, in the area of encryption to protect the confidentiality of digitized data and information, that we make the government the repository of the keys that would decode that encrypted material.

Who doesn't want to protect the security of this country? Who doesn't want to wage a war against crime? Those, I think, are givens. I would submit to you, ladies and gentlemen, that these advocates, however well-intentioned, forget that when it comes to government, there is what Senator Daniel Patrick Moynihan once referred to as the Iron Law of Unintended Consequences that attends some of the good things that government says it is going to do for you.

Back in the mid-'50s in the Eisenhower era we launched the National Defense Highway System—the great network of superhighways that now spans the continent from one end to the other. Moynihan used that as an illustration of the fact that even though it was proposed and enacted as a national defense highway system, and it was in the name of national security that the billions that it would cost were asked from the taxpayers, the planners never dreamed of the fundamental social, political, and economic changes that would ultimately be wrought by the construction of that system. It changed patterns of living, it changed the economic development of our country, and it brought other deep and profound societal changes, some very good, some undoubtedly far less beneficent.

My point is obviously not to stand here and condemn the building of arteries of transportation, any more than I am against completing, in logical and speedy fashion, a national information infrastructure. But I cite that example to illustrate the profound nature of the changes that can be brought about by government, which are so often totally unanticipated.

My friend and EPIC colleague David Banisar pointed out a few months ago in *The Federal Bar News and Journal* that we need to give some very deep thought to the dangers that may lie ahead, to use his phrase, as we see "roadblocks being set up on the information highway." Is it really going to enhance data protection, or will it leave a large residue of public dissatisfaction at a reduction in what both business and private individuals feel is the important concern that they have for the security of information, which is an important property right, and therefore presumably under all of the legal protections that calls for?

But even more important, as far as I'm concerned as an admitted non-expert in this field, is the preservation of our democratic heritage as free men and free women who enjoy untrammeled freedom of expression that is protected by those essential guarantees that were enacted as amendments in the

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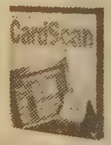

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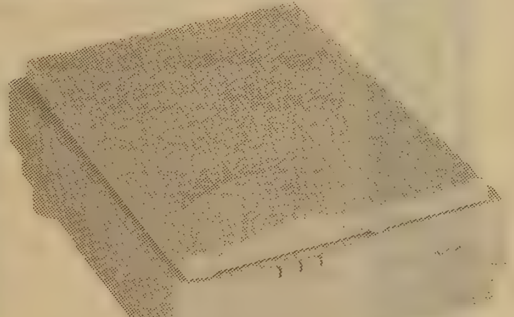

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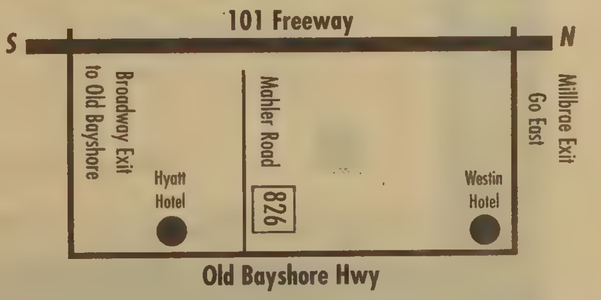

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DIRECT DATA ENTRY VIA FAX

form of the Bill of Rights by the very first Congress of the United States.

Security Tradeoffs

Maybe before we embrace expanded wiretapping and a Digital Telephony system that is now being proposed, before we accept the rationale that they are indispensable weapons in our defense against criminal and subversive activity, perhaps the time has come to look off in a different direction and consider the sphere of important rights that are linked to personal freedom and autonomy, rights that could be thereby seriously eroded.

Policymakers in most Western industrialized democracies have for several decades evinced varying degrees of concern about the portents of a loss of privacy as computerized information systems have seen the explosive growth of databases compiled from intensely personal information.

Spiros Simitris, who has been described as a pioneer in the officialdom of data protection, put it most succinctly: "a challenge to human rights and the very structure of a democratic society." There is something almost Promethean about the implications of this tapestry that can be woven about the lives of modern men and women from the collection and the dissemination of information about virtually every human activity. Their health records, their finances, their credit transactions, their employment history, the patterns of their consumption right down to the itemized list that you get when you put your Safeway cart on the counter and your groceries are bought and paid for. All of this, and an almost infinite amount of other information, can become part of the data kept by others in both the public and private sectors.

All of this, Simitris says, correctly in my opinion, can have negative implications for the quality of life in our societies and for the protection of human rights—if we are not alert to the need to protect the confidentiality of such data, to protect not only the government but the people as well.

The View From Washington

Your program suggests that I will give you an insider's view of such things as: What credence really should be attached to the rumored demise of such proposals as the Clipper chip? What about the future of the program to, within four years, install Digital Telephony, to implement that proposal?

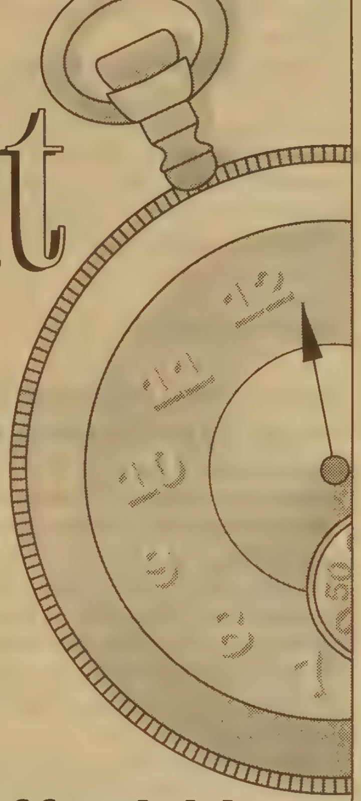
Last Wednesday I did exploit my fabled insider status that is reserved for former members of Congress. I abandoned my aerie in South Florida as a constitutional law professor at Nova-Southeastern University Law School, and I attended the first session of the 104th Congress. After all, I thought, it was history in the making, because for many weeks now, ever since November 8, the air has been heavily laden with all the symbolism that in the past has only attended a presidential inaugural.

The new Speaker-to-be very early on appointed a transition team, something normally associated with a change in presidential administrations. The transition team speedily went to work, and the mantra of Change so endlessly repeated by the forty-second president of the United States during his campaign and thereafter, was almost entirely taken over by the man whose semi-cherubic countenance almost instantly appeared on every national news magazine cover.

He made it clear in an endless round of radio, TV, and newspaper interviews that in the words of the folk singer of a few years ago (an era of which our new Speaker does not seem to be overly fond), yes, "the times they are a'changing," and added that the place where the changes would be announced would be the rostrum, the Speaker's chair of the US House of Representatives. It will not be at the other end of what has been called the longest mile in the world, the White House. He was not alone in that; in a post-election speech, the former majority leader, now the minority leader of the House of Representatives, Mr. Gephardt, said, "We are going to take our plans for future action not from the White House but from the houses of America as we reach out to assuage the needs of the long-beset and forgotten middle class."

continued on page 199

It's About Time



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Letters

Tribute To Kathleen

My condolences on the passing away of Kathleen Creighton.

I loved Ms. Creighton's column. She wrote with clarity, certainly, but also with a sense of caring for the people and processes of the online world. There was a warmth to her writing that stood in contrast to the (often strained) efforts at being "hip" that permeate so much of the writing in current computer-centered publications. I will certainly miss her point of view.

Karen Rust
via Internet

We miss her a lot too... eds.

Boss's Disk Crashes: Employee Saves Day With MicroTimes

I am a member of the CIPCUG in Ventura County. I have joyfully been reading your magazine for many months now, and have to tell you how grateful I am that you are supplying it.

I can even say that my job is secure thanks to you. A while ago, I got my boss on a computer. His is not only computer-illiterate, but technology-illiterate. Anyway, when he started writing and liked it, I thought things were fine, but when his hard drive crashed, I thought I had too.

Fortunately, thanks to one of the Data Recovery services in your magazine, the play was recovered, and his faith in the machines restored. Now if I can only get him to Ctrl S(ave) and not exit. Also to read error messages, and to stop if he doesn't understand them.

You also have raised my awareness of coming trends, and guided our whole company through buying decisions. Thank you.

Michael Shalkey
via Internet

Another Side Of Government Surveillance

Re Jim Warren's column (Issue #132) "Citizen Action Can Control Nation's Wiretap System": Is Jim a little slow? If he thinks electronic eavesdropping is the only violation of our Bill of Rights being routinely committed against us by "our government," he just fell off the turnip truck, on his head.

I hate to break the news to him, but the government, at every level, has been trying to chip away at the Bill of Rights forever. Mr. Warren may be educated about computers, but his grasp of politics and history seems to be a little weak.

Anyone who has lived in this country for the last fifty years, and especially the last thirty, cannot help but have noticed the constant, and now accelerating, erosion of our individual rights. I will list just a few instances.

* The routine confiscation of private property, without compensation, in the name of "the Environment."

* The requirement, by government, that merchants and banks report large cash transactions to the IRS.

* Federal regulation and "licensing" of newspapers, and of the electronic spectrum.

* Any of a thousand gun control or taxation laws, and particularly the new "Assault Weapons" bans.

Jim, and all of you Internet surf cats, should take a look at the Bill of Rights, and at the Declaration of Independence. In those two documents lie the keys to 99% of what governments, all governments, do. Our founding fathers knew about government, and about how it operates, and they tried to warn us about and protect us from the very government they would create, because they knew full well that it is the nature of government, without exception, to become oppressive and destructive to the society off which it feeds, unless actively, and sometimes forcibly, kept in check.

If you do not want an Orwellian society in the future, then you better organize, while you can, and link up with organizations that seek to restore the Bill to full force. And I'm not talking about the ACLU. That distinguished organization was created by the very party that Orwell was trying to warn you about. And remember, when you are dealing with government and politicians, the old saying: Beware of Greeks bearing gifts!

Eric Robinson
Newport Beach

For another perspective on these matters, see the remarks by former Congressman and current law professor John Anderson in this issue.

Real Electronic Democracy?

In talking about Gingrich's Electronic Democracy, Jim Warren asks, "Do they know what they're doing?"

Indeed Gingrich does not. He claimed that his Thomas system is a step toward an "electronic town hall meeting." No, the Thomas information-server has nothing to do with a meeting: it is an emulation of a glassed-in bulletin board.

If he really wants a *meeting*, he would install a conferencing system. If he really wants a *town hall meeting*, he would build a system where each has equal vote *and* equal voice. The embryo of such a system exists: the "go parti" feature at CompuServe. There, voting features are embedded into the discussion. Anyone can poll the rest of the community. Ideas can surface.

Gingrich, Perot, and Clinton's gang *do* know what they're doing. Participation in this technology will eventually, but inevitably, obsolesce politicians. That's why they obfuscate the possibilities.

Those of us who have participated in meetings that are truly democratic deeply resent how politicians have usurped the words "electronic town hall meeting" for their piddly little demeaning systems. The words belong to something else: a perfectly democratic human/computer process that the human race needs to invent democratically while learning to use it.

As things are going, politicians are the ones defining "electronic democracy" simply because politicians have access to the broadcast media. This is a big mistake. The honor and responsibility belongs to the rest of us.

Marilyn Davis
Frontier Systems
Palo Alto

Ms. Davis is the author of eVote, online voting software.—eds.

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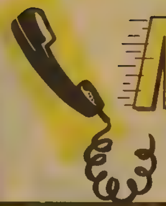

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PICK YOUR PREFERENCES
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Step 1: Enter PC System Brand Name & Model #. If Preference

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STEP TWO: CONFIGURATION REQUESTS: CPU
○ PENTIUM ○ 486 ○ 386 ○ MAC QUADRA/PERFORMA ○ MACPOWER PC

CPU MHz SPEED:
○ DX4 ○ DX2 ○ DX ○ SX ○ SLC ○ Quadra ○ PowerPC
○ 100 ○ 90 ○ 80 ○ 75 ○ 66 ○ 60 ○ 50 ○ 40 ○ 33 ○ 25

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ 1MB ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External ○ 9600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard ○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SOFTWARES NEEDED: ○ DOS ○ OS2 ○ Mac ○ UNIX ○ MS Windows

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

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CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+

SPEED ○ 2X ○ 3X ○ 4X

○ BRAND NAME ○ No Brand Name Preference

CD ROM Brand Name and Model Number

SOUND CARD ○ 16Bit ○ 32Bit

SPEAKERS ○ Less Than 25W ○ 25 to 50W ○ 50 to 75W ○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ Mono ○ Dual Scan Color ○ Active Color

PCMCIA SLOT: ○ Type I ○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station
○ Fax Modem ○ Extra Battery

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

STEP SIX: UPGRADES and PERIPHERALS. ○ Ink Jet Printer ○ Tape Backup ○ Accelerator
○ Color Printer ○ Dot Matrix Printer ○ Laser Printer ○ Flat Bed Scanner ○ Digitizer ○ Hand Scanner

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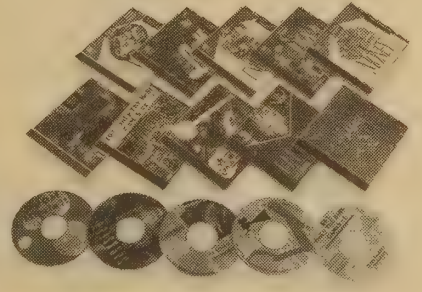

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- MYST, Rebel Assault, Doom, Raptor Simm City 2000, + 27 More Titles

60MHz	*$2495*
66MHz	*$2595*
75MHz	*$2655*
90MHz	*$2795*
100MHz	*$2895*

GRAY
Office System

- **Intel Pentium Processor**
- **Asus Pentium PCI Motherboard**
- **256K External Cache**
- **8MB 72-pin RAM (Max 128MB)**
- **Diamond Stealth 64 PCI Video Card w/2MB DRAM**
- **15" Digital Flat Screen NI Monitor, .28**
- **Microsoft Office Professional 4.3**
- **Double Speed Internal CD-ROM**
- **Sound Blaster 16 Sound Card**
- 1.44MB FDD
- 540MB SCSI II HDD
- NCR PCI SCSI II Controller
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mid Tower Case w/250W Power Supply
- 101-key Keytronic Keyboard
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

60MHz	*$2495*
66MHz	*$2595*
75MHz	*$2695*
90MHz	*$2795*
100MHz	*$2895*

BLUE
Family PC System

- **Intel Pentium Processor**
- **Asus Pentium PCI Motherboard**
- **256K External Cache**
- **8MB 72-pin RAM (Max 128MB)**
- **1GB Enhanced IDE HDD**
- **Diamond Stealth 64 PCI Video Card w/2MB DRAM**
- **15" Digital Flat Screen NI Monitor**
- **Creatix 14.4 KB Internal Fax Modem**
- 1.44MB FDD
- PCI Enhanced IDE Controller
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mid Tower Case w/ 250W Power Supply
- 101-key Enhanced Keyboard
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

Impression 4X Multimedia Kit

- Quad Speed Internal CD-ROM
- 16 Bit Sound Card + Stereo Speakers
- Microsoft Encarta 95
- Microsoft Works
- Microsoft Money
- Microsoft Entertainment Pack

60MHz	*$2555*
66MHz	*$2655*
75MHz	*$2755*
90MHz	*$2855*
100MHz	*$2955*

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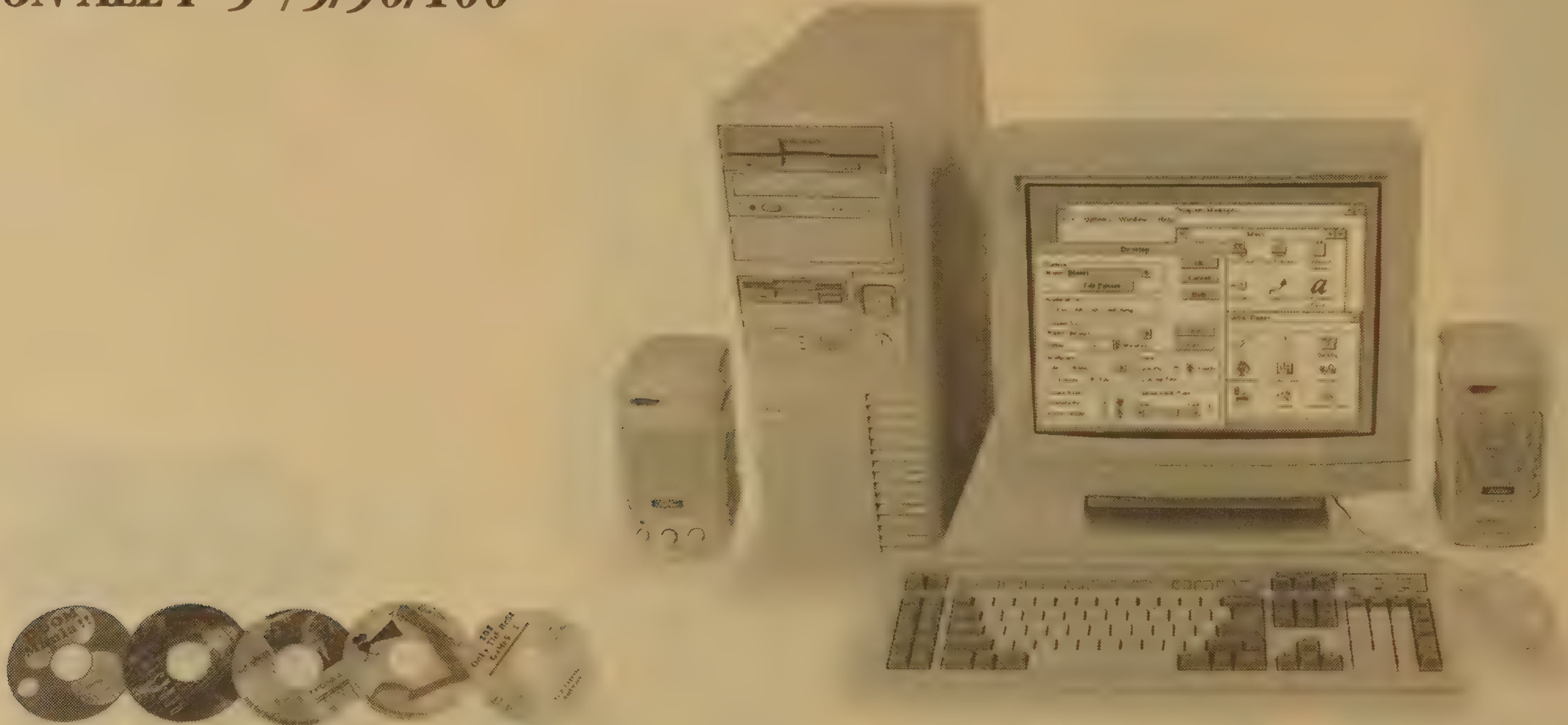

GREEN
Top of The Line System

- **Intel Pentium Processor**
- **Asus Pentium PCI Motherboard**
- **256K External Cache**
- **16MB 72-pin RAM (Max 128MB)**
- **Diamond Stealth 64 PCI Pro Video Card w/2MB VRAM**
- **Sony 15sf 15" Flat Screen Monitor, .25**
- **US Robotics 14.4 KB Internal Fax Modem**
- **Microsoft Natural Keyboard**
- **Microsoft Office Professional 4.3**
- **Teac Quad Speed Internal CD ROM**
- **Sound Blaster 16 Sound Card**
- Teac 1.44MB Floppy Drive
- 730MB IDE HDD
- PCI Enhanced IDE Controller
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mid Tower Case w/250W Power Supply
- Microsoft Serial Mouse
- Microsoft Bookshelf
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

60MHz	*$3295*
66MHz	*$3395*
75MHz	*$3495*
90MHz	*$3595*
100MHz	*$3695*

GOLD
Workstation

- **Intel Pentium Processor**
- **Asus Pentium PCI Motherboard**
- **256K External Cache**
- **16MB 72-pin RAM (Max 128MB)**
- **1 GB Enhanced IDE HDD**
- **ATI Graphics Pro Turbo PCI Video Card w/2MB VRAM**
- **17" Digital Epson NI Flat Screen Monitor, .26**
- **Microsoft Natural Keyboard**
- **Microsoft Office Professional 4.3**
- **Teac Quad Speed Internal CD-ROM**
- **Sound Blaster 16 Sound Card**
- 1.44MB FDD
- PCI Enhanced IDE Controller
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mid Tower Case w/250W Power Supply
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

60MHz	*$3595*
66MHz	*$3695*
75MHz	*$3795*
90MHz	*$3895*
100MHz	*$3995*

WHITE
Powerstation

- **Intel Pentium Processor**
- **Asus Pentium PCI Motherboard**
- **256K External Cache**
- **16MB 72-pin RAM (Max 128MB)**
- **1GB Wide SCSI HDD**
- **ATI Graphics Pro Turbo PCI Video Card w/2MB VRAM**
- **17" Digital Epson 1280x1024 NI Flat Screen Monitor .26**
- **Toshiba Quad Speed Internal SCSI CD-ROM**
- **Sound Blaster 16 Sound Card**
- 1.44MB Floppy Drive
- NCR PCI Wide SCSI Controller
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mid Tower Case w/250W Power Supply
- 101-key Keytronic Keyboard
- 40 Watt Stereo Speakers
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

60MHz	*$3655*
66MHz	*$3755*
75MHz	*$3855*
90MHz	*$3955*
100MHz	*$4055*

ORANGE
CAD Station System

- **Intel Pentium Processor**
- **Asus Pentium PCI Motherboard**
- **256K External Cache**
- **16MB 72-pin RAM (Max 128MB)**
- **2GB SCSI-II HDD**
- **Diamond Stealth 64 PCI Pro Video Card w/2MB VRAM**
- **Nokia 447x17" 1600x1280 Monitor .25**
- **US Robotics 14.4 KB Internal Fax Modem**
- **Adaptec 2940 PCI SCSI Controller**
- **Microsoft Natural Keyboard**
- **Toshiba Quad Speed Internal SCSI CD-ROM**
- 1.44MB Floppy Drive
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mid Tower Case w/250W Power Supply
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

60MHz	*$4695*
66MHz	*$4795*
75MHz	*$4895*
90MHz	*$4995*
100MHz	*$5095*

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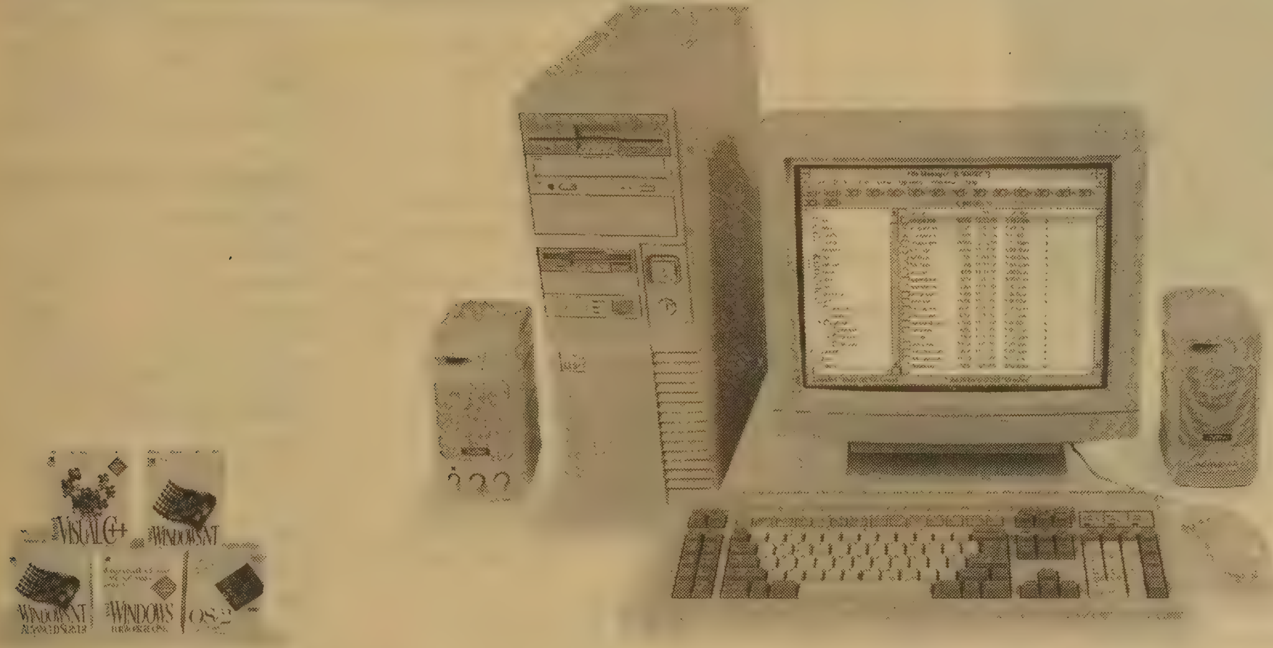
486PCI/VESA LOCAL BUS



VIOLET
VESA Local Bus Best Buy

- **Intel 486 Processor**
- **Asus 486 VLB Motherboard**
- **128KB Cache**
- **4MB RAM**
- **15" Non-Interlaced Monitor, .28 dpi**
- 1.44MB FDD
- 424MB IDE HDD
- VLB 2H/2F IDE Controller
- 2S, 1P, 1G Ports
- 32-bit VL-B Graphic Accelerator Card/1MB
- Mini Tower Case w/ 250W Power Supply
- 101-key Enhanced Keyboard
- 3 Button Serial Mouse
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

Microsoft Upgrade Kit
- Double Speed CD-ROM Drive
- Sound Blaster 16 Bit Sound Card
- Amplified Stereo Speaker
- Microsoft Encarta 95
- Microsoft Golf
- Microsoft Baseball
- Microsoft Works
- Microsoft Money
- Microsoft Entertainment Pack (Danger Creative, Simm City 2000, Scene)

SX-33	$1425
DX-33	$1465
DX2-50	$1485
DX2-66	$1525
DX4-100	$1675

CYAN
Challenger

- **Intel 486DX Processor**
- **Asus 486 PCI Motherboard**
- **ZIF Socket for Upgrade to Pentium Overdrive**
- **256KB External Cache**
- **8MB 72-pin RAM (Max 128MB)**
- **Diamond Stealth 64 PCI Video Card w/1MB DRAM**
- **15" Digital Non-Internal Monitor**
- 1.44MB FDD
- 420MB IDE HDD
- Built-in PCI IDE Controller
- Built-in NCR PCI SCSI Controller
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mini Tower Case w/250W Power Supply
- 101 Key Keyboard
- 3 Button Serial Mouse
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

Creative Lab Edutainment Kit
- Double Speed Internal CD-ROM
- Sound Blaster 16 Sound Card
- Stereo Speakers & Microphone
- Quicken, Rebel Assault, Wing Commander, Links + 38 More Titles

SX-33	$1845
DX-33	$1885
DX2-50	$1905
DX2-66	$1945
DX2-100	$2095

IVORY
Achiever

- **Intel 486DX Processor**
- **Asus 486 PCI Motherboard**
- **ZIF Socket for Upgrade to Pentium Overdrive**
- **256KB External Cache**
- **8MB 72-pin RAM (Max 128MB)**
- **Diamond Stealth 64 PCI Video Card w/1MB DRAM**
- **15" Digital Non-Internal Monitor, .28**
- 1.44MB FDD
- 540MB SCSI HDD
- Built-in NCR PCI SCSI Controller
- Built-in PCI IDE Controller
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mid Tower Case w/250W Power Supply
- 101 Key Keytronic Keyboard
- Microsoft Serial Mouse
- Microsoft DOS 6.22 & Windows 3.11

Diamond Multimedia 1000 Kit
- Double Speed Internal CD-ROM
- Sound Blaster 16 Sound Card
- Microphone & Headphones
- MYST, Rebel Assault, Doom, Raptor Simm City 2000, + 27 More Titles

SX-33	$1895
DX-33	$1935
DX2-50	$1955
DX2-66	$1995
DX2-100	$2145

BROWN
486 PCI Office System

- **Intel 486DX Processor**
- **Asus 486 PCI Motherboard**
- **ZIF Socket for Upgrade to Pentium Overdrive**
- **256KB External Cache**
- **8MB 72-pin RAM (Max 128MB)**
- **Diamond Stealth 64 PCI Video Card w/1MB DRAM**
- **15" Digital Flat Screen Monitor, .28**
- **Microsoft Natural Keyboard**
- **Microsoft Professional 4.3**
- **Quad Speed Internal CD-ROM**
- **Sound Blaster 16 Sound Card**
- 1.44MB FDD
- 540 SCSI Hard Drive
- Built-in PCI IDE Controller
- Built-in NCR PCI SCSI Controller
- 2-16550 High Speed Serial Ports
- 1 Parallel Port
- Mid Tower Case w/250W Power Supply
- Microsoft Serial Mouse
- Free Mouse Pad
- Microsoft DOS 6.22 & Windows 3.11

SX-33	$2295
DX-33	$2335
DX2-50	$2355
DX2-66	$2395
DX2-100	$2545

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9 CD-ROM Package Options for You to Convert Your Computer Into The Multimedia World!!

Creative Lab

Discovery CD

- Entry Level Multimedia Upgrade Kit.
- Sound Blaster card, new dual speed drive Photo-CD compatible
- Lemmings, Animals!, Software Toolworks' Encyclopedia Sound Blaster CT-38 Shielded Stereo Speakers.

$245

Sound Blaster Discovery CD "New Edition"

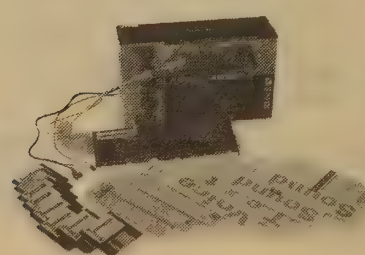
- 2X Internal CD ROM Drive
- Sound Blaster 16 Sound Card
- Stereo Speakers
- Grolier Encyclopedia
- Wing Commander II
- Digital Morph
- Plus 15 More Tiltes

$Call

Game Blaster CD 16

- Game Blaster 16
- Double Speed CD-ROM Drive
- High Performance Joystick & Speakers
- Top Games Bundled CD-ROM Titles

$369



Sound Blaster Value CD

- 2X Internal CD ROM Drive
- Sound Blaster 16 Sound Card
- Stereo Speakers
- Grolier Encyclopedia
- Aldus Gallery Effects
- Creative Mosaic
- Plus 9 More Tiltes

$Call

Digital School House

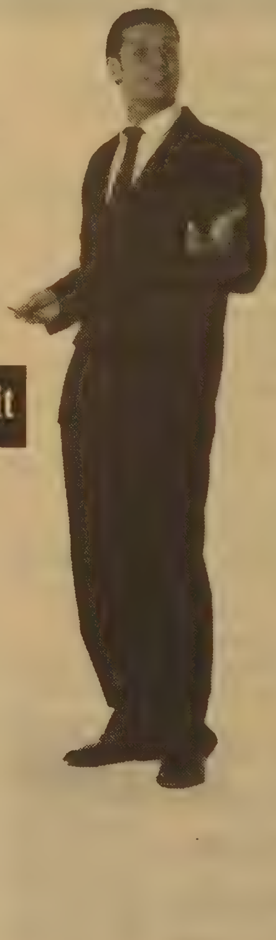
- Sound Blaster 16-16-Bit Stereo Sound Card
- Double Speed, Multi-Session CD-ROM Drive
- Stereo Speakers for Accurate Sound Reproduction
- 20 High-Quality Multimedia and Educational Titles

$279

Microsoft Upgrade Kit

- Double Speed CD-ROM Drive
- Sound Blaster 16 Sound Card
- Amplified Stereo Speaker
- Microsoft Encarta Encyclopedia
- Microsoft Golf
- Microsoft Works
- Microsoft Money
- Microsoft Entertainment Pack
- Danger Creative
- Sim City 2000
- Scene

$299



Diamond Multimedia Kit

- Kit 5000 w/Quad-Speed CD-ROM
- 16-Bit, CD Quality Sound Card, Wave Table Upgradable
- 30 + Best Selling Titles
- Premium Stereo Speaker, Headphone & Microphone
- Quick Start Video for Easy Installation
- Works with all Sound Blaster Compatible Games

$489

- Kit 4000 w/Quad-Speed CD-ROM
- 16-Bit, CD Quality Sound Card, Wave Table Upgradable
- 11 Best Selling Titles
- Premium Stereo Speaker, Headphone & Microphone
- Quick Start Video for Easy Installation
- Works with all Sound Blaster Compatible Games

$419

- Kit 1000 w/Double-Speed CD-ROM
- 16-Bit, CD Quality Sound Card, Wave Table Upgradable
- 30 + Best Selling Titles
- Premium Stereo Speaker, Headphone & Microphone
- Quick Start Video for Easy Installation
- Works with all Sound Blaster Compatible Games

$345

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NEC

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4X 3501B Internal	$299
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PLEXTOR

4X Internal SCSI II PX-43CH	$Call
DM External 5028 w/caddy	$Call

CHINON

Double Speed SCSI II Internal

CDS-535 Internal	$229
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TEAC

4X Internal CD-ROM	$195

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Includes Controller
320ms/300KB/sec
64K Cache

Double Speed	$145

SONY 55E/New Multi Speed 300KB/Sec

Controller Card

Cables and Software	$139

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50W Stereo Speaker	$39
25W Speaker	$35
10W Speaker	$23
MLI-CP55 Speaker	$12

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Creative Labs

Sound Blaster 16 Basic	$99
Sound Blaster 16 SCSI 2/with ASP	$169/191
Sound Blaster 16 MultiCD/with ASP	$129/165
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AWE 32	$269
Video Blaster RT200	$299
Video Blaster RT300	$339

Orchid

Sound Wave 32 + SCSI	$199
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Sound Wave 32	$179
Video	$349
Video Pro	$539

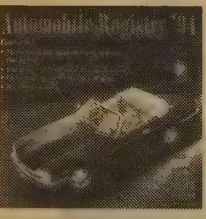
Diamond

Sonic Sound LX	$129
Video Star Capture	$329
Video Star Pro	$489

Media Magic

16 Bit Sound Card	$79

The Best Collection of CD Titles!



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Twisted Villain. Twisted Logic. Twisted Games.

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CETUS
SIERRA

SIM CITY 2000

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MS Magic School Bus: The Solar System	$48
MS Office Pro Made Easy	$20
MS Works	$36
Myst	$45
Myst Guidebook	$16
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National Parks of America	$17
New Kids Edutainment I	$12
New Kids Edutainment II	$12
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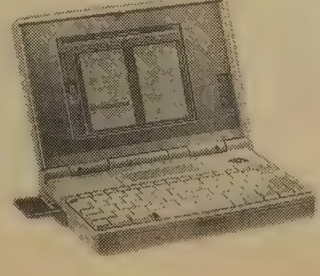

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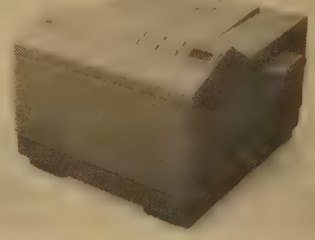

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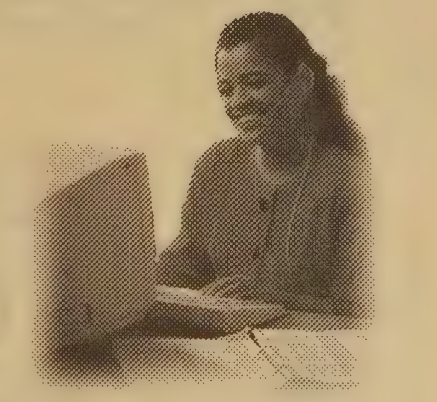

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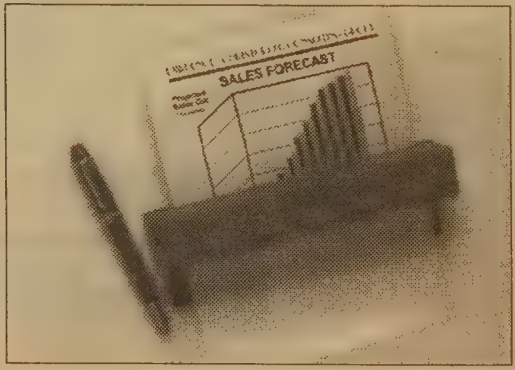
The World's Smallest Portable Printer?

I confess to being a devoted believer in the Dick Tracy model of miniaturized everything. Computers fulfilled my fantasy by getting so small they could become impractical, but printers lagged behind. On-the-go, I found that while it was very practical to carry a subnotebook computer for almost any kind of journey, I was still left at the mercy of others if I needed to print something. Although it is easy in principle to find a printer, in fact, getting the job done is seldom easy. By the time I would configure the printer drivers or transfer the file, it was easier to wait until I returned home to send a copy. I have long wanted a printer small enough to comfortably carry along all the time for that once in a while job. My dream has been answered with the new Citizen PN60.

The PN60 weighs about a pound and, as they say, it is about the size of a flashlight. But not the shape! It measures 10" x 2" x 1.75". With the NiCd rechargeable battery pack ($79) attached to the bottom of the unit, it gains another .5" in height and jumps up to about a pound and a half in weight. The battery pack takes about six hours to fully recharge, but then it will print about fifty pages. I do not find it necessary to own a battery pack as I seldom need to print in locations where there is no electricity. If you do carry the battery pack, you will probably want to carry the AC adapter since it is used for recharging the battery. The AC unit is compact and slightly larger than a pack of king size cigarettes.

RESOURCES:

Citizen PN60, $399
Citizen America Corp.
2450 Broadway,
Ste. 600
Santa Monica, CA
90411-4003
1-800-4-PRINTERS



The printer handles any size paper up to 8.5" wide and 14" long as well as paper weights between 16 and 27lbs. This means you can print labels, envelopes, and transparencies. While it is optimized to print in black, color cartridges are available ($13.99/2 pack) and optimized for printing transparencies. With such a small unit, there are bound to be certain compromises. In this case, the tradeoff is that you cannot print a business envelope because it is too wide. You can, however, print a label.

The Citizen PN60 is truly remarkable. Despite its size, it turns out print better than many of the bubble jet printers that I have used. The Citizen employs a thermal transfer ribbon that will print on just about any kind of paper, including textured papers that are not smooth. It boasts a resolution of 360dpi and churns out up to two pages per minute. Not exactly a speed demon, but more than acceptable. After all, this is not designed as a primary printer, but rather something that you can take on the road with you. So many printers that have been designed for this market have required more compromises, especially in quality, so they have not been worth the trouble.

This printer is also designed to work with palmtops! It comes with a cable that plugs into a printer port on the computer and connects to the printer via a special small plug. The printer also works fine with a Mac. If you intend to use this with a Mac, you will need the special Macintosh Connectivity Kit that consists of a different cable and a printer driver. (I was unable to get a price for this as it has not yet been released.)

The PN60 comes with a printer driver that installs into Windows. You can use some of the drivers that come with Windows, but Citizen recommends using their driver to get the maximum out of the printer. Either Epson or IBM drivers seem to work fine, but it is easy enough to install the one Citizen provides.

The printer is simple to use. Just fold down a paper feeder and insert the paper. The printer automatically advances the paper to the correct position—which you can change if you have special needs for where you want the top of the form to be. Four buttons across the top of the printer let you control everything from line advance to paper eject. These same buttons, used in combination, let you manually change the font, paper size, and other variables. You can also print various tests that tell you how the printer is set up, letting you make changes. For normal use, you will never need these control options.

Under most circumstances, you will simply turn on the printer, insert your paper, and give the print command to your computer. If you do have any problems, there is excellent documentation that tells you everything you need to know. In addition, there is a troubleshooting section of the booklet that answers the most common questions. Finally, there is technical support available through either Citizen's bulletin board or over the phone. Technical support is not an 800 number, but I doubt that you will ever need to phone them. Finally, Citizen offers a two-year warranty with the printer. Extended warranty packages are also available.

If you like to travel with your portable, by all means take a look at this amazing printer. It may be just what you have been dreaming of.

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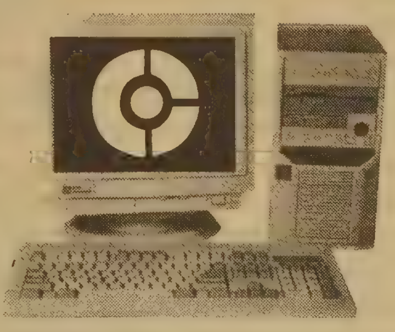

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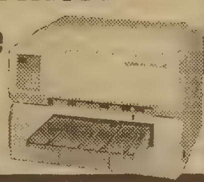

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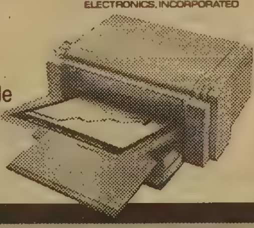

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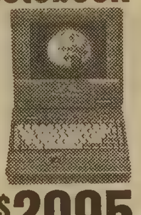

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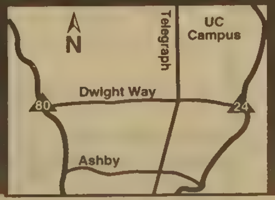

Computer Of The Month

Texas Instruments TravelMate 4000M

RESOURCES:

TravelMate 4000M, $2149–$5299
Texas Instruments, Inc.
P.O. Box 6102, MS 3242
Temple, TX 76503
1-800-TI-TEXAS

Remember the old days when portable computers weighed ten-plus pounds? Those days have been gone for years, but you may just decide to move back into that weight class for your next portable if you are a multimedia user who needs a CD-ROM. Texas Instruments has released a terrific computer that comes in two parts. The basic portable, the 4000M, weighs about 6lbs. and has everything you will need in a portable. More on that later. The second part of the unit is a 5lb. portable docking station that contains a CD-ROM drive, speakers, and its own power supply. The two parts fit together for a combined weight of about 11lbs.—giving you a powerful multimedia machine in a single unit.

The heart of this multimedia system is the TravelMate 4000M portable. It comes in several configurations and can be purchased for as little as $2149 or as high as $5698. The system I tested was powered by a DX4/100MHz processor with 8MB of RAM—expandable up to 20MB—and a 525MB hard drive. Quite a computer. In addition, it has an active matrix color display, measuring 9.5" diagonally and a 16-bit sound board compatible with Sound Blaster and other boards. Of course, there are PCMCIA slots that will hold either one Type III card or one or two Type I or II cards.

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The TravelMate 4000M has a well-designed keyboard. One of the things I like best about this keyboard is the built-in pointing device. I have talked about these devices in the past and am convinced that this is the best alternative for a mouse. TI has built in the device just under the keys so it can be used equally well with the right or left thumb. Immediately under the red button that moves the cursor around are two keys that function like the controls on a mouse. It is easy to use and better than any of the alternatives being offered these days. Of course, if you like, you can attach a mouse to the back of the unit. Likewise, a keyboard of your choice connects easily.

While the 4000M comes with an AC adapter that will both power the computer and recharge the nickel metal hydride battery pack, the battery pack provides up to five hours of power. It also incorporates the latest in power efficiency and battery technology. Extra battery packs extend the length of time you can work without access to AC power.

The display is crisp and bright. You can also connect to an external monitor. If you use the external monitor in 640 x 480 resolution, you can operate both the LCD and the monitor simultaneously. If you use just an external monitor, you can switch to a higher resolution. Another design feature allows you to close the cover of the TravelMate 4000M when you are using an external monitor and keyboard. This is great when you are working at your primary location.

While it comes with Windows for Workgroups, there are also lots of software for multimedia pre-installed. Multimedia is the key to this unit as it is designed to be attached to the portable docking station which contains a double-speed CD-ROM player. Attaching the computer to the docking station is accomplished by sliding the two units together and then connecting them through the SCSI port on the back of the computer. The modules lock together with clasps so there is no chance of the parts accidently coming apart. When the modules are attached, you still have access to the ports on the back of the computer and also have access to a SCSI port in order to attach up to six additional SCSI devices.

The docking station has its own rechargeable battery pack, identical to the one in the 4000M. In addition, it has speakers, volume control, tone control, balance, and ports for both microphone and headset. All together, you have a powerful unit that also can handle MIDI input. The docking station costs an additional $849.

For users who need a powerful portable that can easily accommodate CD-ROMs, this is the computer to consider. It has capabilities far beyond what I have been able to describe in these pages. There is, for instance, the software to play a standard CD-ROM audio disk.

While TI designed a powerful computer, they also had in mind that users would want to use the computer and docking station together. To this end, they offer a variety of carrying cases as options, including one designed to carry the two parts fastened together. ■

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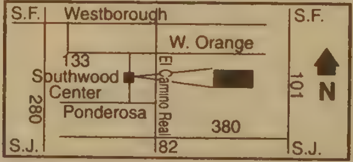

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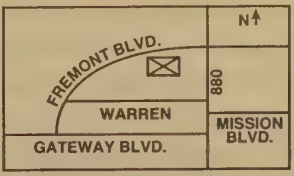

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How To Connect A LAN To The Internet: Part 3

A Look At Internet Server Applications, Security, And How To Protect Your LAN

This is the third and final installment in a series on how to connect a local area network to the Internet. In the first article I talked about why more and more companies are setting up shop on the Net and gave you some tips on how to look for an Internet access provider. The next article talked about some of the hardware needed to make the connection to an Internet access provider, and made some suggestions on what client software you might want to use to access the Net. In this column I'm going to talk about Internet server applications that you'll want or need to set up, and I'll talk a little about Internet security, and how to protect your LAN and the information you store on it from attack.

The first server your LAN will need is a "Domain Name Services" (DNS) server, which acts like a name and address book for all the machines on your network. DNS servers let you assign names to the various computers on your network, like "receptionist" and "president," so you don't have to remember a whole bunch of arcane Internet Protocol (IP) addresses like "127.127.127.125" and "127.127.127.124."

There are two ways you can set up a domain name server. If your LAN is small and your Internet access provider is willing, you may be able to get your provider to "register" the names of your computer systems in their DNS server. Otherwise you'll have to set up one of your own. For PCs the DNS server I'm most familiar with is the one in NetManage's Chameleon and ChameleonNFS products (sorry, I don't know of any Shareware DNS servers or a DNS server that will run on a Mac, but the NetManage product does work well for Mac-based LANs as well as PCs).

You'll also probably want to set up a mail server or email gateway, so that you can send and receive email via the Internet, but you'll need to check with your email system software vendor to find out what's available. Different LAN email packages require different software to interface with the Internet.

Once you're connected to the Net, you may want to become a contributor to the wealth of resources available online, by setting up your own servers. There are two popular server types on the Internet: the FTP (File Transfer Protocol) servers, which allow Internet users to down- and upload data and program files across the Internet, and WWW (World Wide Web) servers, which let you "publish" hypertext documents that can, at your discretion, incorporate graphics, sound, and video sequences along with formatted text.

Many companies use FTP and WWW daemons (daemon is the technical term for an Internet server; it's a Greek word for "lesser god") to provide customers, potential customers, and others with product information, technical support information, press releases, and a lot of just plain old fun stuff. Both of the commercial products I've mentioned here (NetManage's Chameleon and Intercon's TCP/Connect II) include FTP servers, and there are several Shareware and free FTP servers available online.

The nice thing about FTP servers is that you don't have to do much to make them useful. You just put the files you want to make available into a directory you've defined as "public," and set up your FTP server so the world at large can access those files. The problem with FTP servers is that using the files once they've been downloaded isn't always easy, and is often beyond the skill level of many less technical users. If you need or want to reach the growing number of less technical Internet users, you'll need to put a little more effort into it.

> **The nice thing about FTP servers** is that you don't have to do much to make them useful.... **The problem** with FTP servers is that using the files once they've been **downloaded** isn't always easy, and is often **beyond the skill level** of many less technical users.

WWW Servers (also called Web or HTTP Servers) let you publish book-like "pages" that incorporate graphics, audio, and video sequences, or even let users fill out questionnaires and search databases on your system. Given all that a WWW server makes possible, it's very easy to install; the hard part is in designing and assembling the Web pages that make it all possible.

The most popular Web servers for Macs and PCs are MacHTTPD and WinHTTPD, both of which are free and can be downloaded off the Internet. To learn more about the hard part, designing Web pages, I recommend you read *Teach Yourself Web Publishing With HTML in a Week*, by Laura Lemay (SAMS Publishing, ISBN 0-672-30667-0), which will also give you some tips on setting a server up.

Now for the bad news. Unless you're careful, putting Internet servers up on your LAN can be hazardous to your network's health. This is because both FTP and Web servers, and sometimes even email programs can be made to allow two-way, unauthorized access to your LAN, and there are people on the Internet with

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too much spare time on their hands who enjoy finding weaknesses in Internet connected systems and exploiting them. To protect yourself, you need to develop an Internet security strategy, called a firewall, that restricts unauthorized Internet access.

Firewall systems come in many different shapes and sizes, but they all have some common features. First, all passwords have to be changed regularly, using hard to guess passwords that are eight characters (or longer) and mix upper, lower, and punctuation characters and don't resemble any word or combination of words. Password security is the easiest and one of the most important steps in developing a secure LAN.

Next, firewalls permit public Internet access to specific "public" server systems that aren't used for anything else. For most LAN environments that means wiping all traces of your LAN operating systems software off the system and loading only the TCP/IP software needed for Internet access. (This won't prevent your internal users from accessing your public server; they'll just have to log in using an FTP client or Web browser like everyone else.)

Once the public servers have been selected, firewalls use the "filter" features available on most routers to intercept Internet traffic to any other device with a "port number" of 1000 or less. The port number is an extension to the IP address, kind of like an apartment number in a street address, except instead of designating a place where someone lives, it designates a logical connection to a specific applications program. Internet servers usually use IP port numbers of 1000 and less.

Finally, the public server systems are set so that FTP and WWW users can't access the systems and application program directories, and, if FTP uploads are to be allowed, a specific directory inaccessible to the WWW server is assigned to receive uploads.

Designing a firewall is probably the most technical and complicated part of setting up an Internet connection, and the things I mention here are really just a starting point. If you're concerned that your LAN may be at risk, it's probably a good idea to ask your Internet access provider for the names of a few consultants who specialize in setting up Internet firewalls.

That about wraps it up for this series on how to connect a LAN to the Internet. If you do plan on getting your LAN online, good luck! And I'll see you "on the Net." ■

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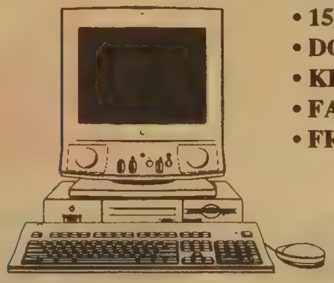

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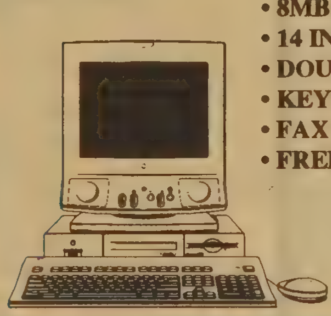

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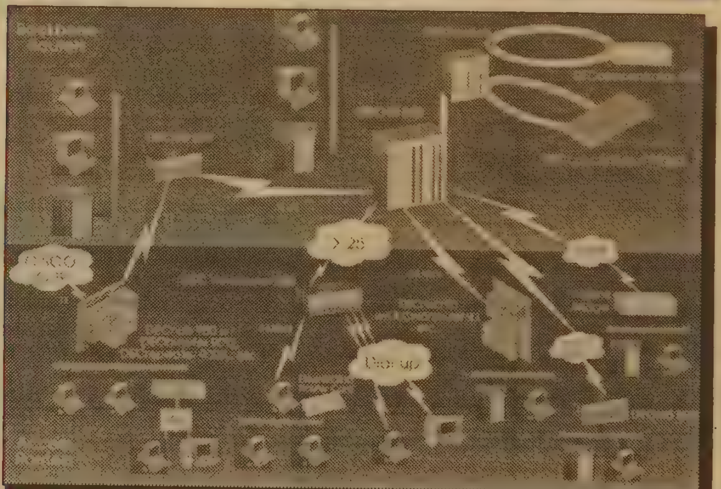

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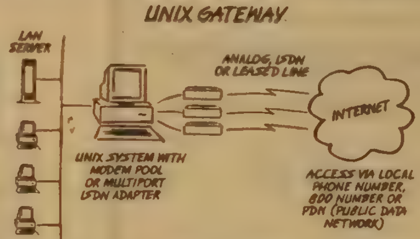
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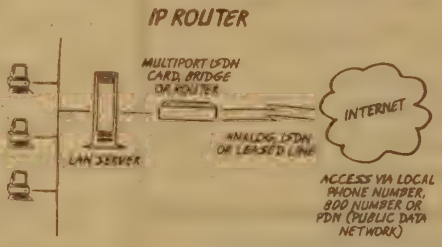
Another option is to use a service such as PSI's InterRamp which provides you with an actual IP address on the Internet. For this option, you need to run an IP protocol stack on your PC along with some type of Internet access package. There are packages available today that offer both TCP/IP and Internet access in a single package. Or, if you are technically adept, free "shareware" can be downloaded from the Internet.

LAN InterNet Access

Many companies today are choosing to provide all network members with Internet access. Following are two options for linking LANs to the Internet.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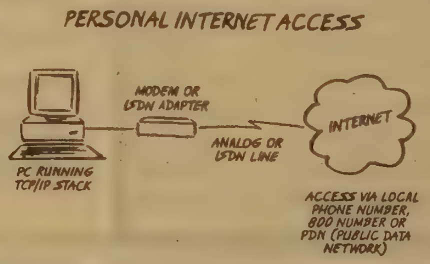
One of the easiest solutions is to set up a Unix host as a gateway for PC or terminal users to the Internet. For example, SCO's Global Access product integrates TCP/IP networking services, a graphical user interface, graphical e-mail, security and the SCO Unix operating system into a single package. Non-Unix Computers will need to run an X-terminals emulation package to access the Unix gateway. A modem pool Multiport ISDN adapter, or other communications device, is also needed.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For companies that don't want a dedicated Unix gateway, the LAN server or a router on the LAN can provide network members with Internet access. An IP protocol stack must be running on the server along with Windows, DOS or Macintosh client software. The server needs to be equipped with an adequate number of communications devices (such as a modem pool or Multiport ISDN LAN adapter) and it requires either a direct connection such as a leased line, or a switched connection such as an analog or ISDN phone line, to an Internet provider.

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Telecommuting Is The Thin Edge Of The Wedge

Taking A Step Back To Look At The Larger Issues Of Work And Society, In The Society Of Today And Tomorrow

Although this column habitually focuses much of its attention on specific issues of telecommuting, telework, distance work and learning, and cutting edge technology—along with the projects involved in accomplishing all this—from time to time it's important to take a step back and look at the larger issues.

Despite all the discussion and concern over issues of telecommuting, and in a larger sense "telework," all of these complex and convoluted topics are only one subset of a much broader problem: the role and structure of "work" in today's and tomorrow's society.

The **conventional wisdom** among those who are watching the situation generally centers on **dire predictions** of a two-tier society peopled with information **"haves" and "have-nots,"** the plugged-in **networker/ telecommuters,** and the minimum-wage **hamburger flippers.** But this is not inevitable.

Like you, today's social scientists, policymakers, business people, and the public in general are feeling beset by a complex web of social and economic problems. No wonder.

They/we are under pressure from our recurring and unrelenting "unemployment problem," and are feeling uncertain and anxious about the changing structure, demands, and skill-requirements of the jobs that remain available. The truth is, they/we face a challenge no less noble, compelling, and important than the realigning of what we have long called "work" to meet changing realities and human needs.

It doesn't take a genius to recognize marked trends presently impacting the relationship of part-time to full-time work, creating more pressure on employees to meet more stringent requirements from employers, shifting burdens for decision-making either up or down the organizational hierarchy—sometimes simultaneously up and down, remaking that hierarchy in many different ways and adding various forms of flexibility to it, shifting more of the "risk" of under- or unemployment onto employees and "contractors," and otherwise leading to significant departures from the pattern of what now constitutes "work."

Few people, however, recognize that despite everyone's best efforts and different approaches in different nations, the same changes and problems are occurring worldwide, and whatever opportunities may be inherent in these changes are daily being lost or ignored.

Alvin and Heidi Toffler write about two basic camps: one committed to maintaining Second Wave (industrialized) civilization, the other recognizing that today's problems can no longer be solved within this framework. It's a battle of forces for the factory orientation, mass society, centralized power, and vertically integrated organizations against those for the opposite: customized production, individuality, decentralized power, and virtual organizations existing as networks of contacts and contracts.

The conventional wisdom among those who are watching the situation generally centers on dire predictions of a two-tier society peopled with information "haves" and "have-nots," the plugged-in networker/telecommuters, and the minimum-wage hamburger flippers. But this is not inevitable. There are other ways the present scenario can play out. In fact, given our species' track record in predicting the future and particularly in identifying the impact of new technologies on society and economies—electricity, the automobile, air travel, television, computers, and many more—it's a fairly safe bet that the future will turn out to be far different from anything pundits are now predicting.

I was forcefully reminded of all this while in Vienna recently, attending an international meeting on the future of cities and jobs in an era of telecommuting and telework. I was fortunate enough to hear an exciting and interesting talk by an American, Eric Britton, who established a small think tank in Paris back in the '60s, and who has spent the last several decades studying and working to improve the ways in which technological change—which some might call "progress"—influences us in our daily lives.

Based on his own work and observations of technology and telework under a program which his group, EcoPlan, has entitled "Rethinking Work: New Concepts of Work in a Knowledge Society," he spoke to several important points:

1. The Present Crisis of Work Is Profound, Structural, and Threatening to Society

Despite short-term fluctuations in unemployment, GDP, and other measures, the basic problems of work in society have remained essentially unaddressed for years, even decades. Unemployment and inflation rates once considered dangerous and unacceptable have now become the norm. They no longer create a sense of worry among investors or regulators, despite the heavy burdens they deposit on the shoulders of honest, eager, willing families who live at the margins and who therefore suffer

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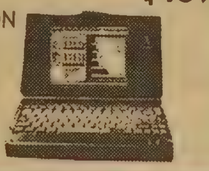

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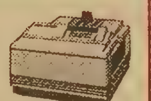

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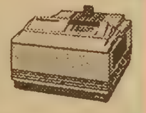

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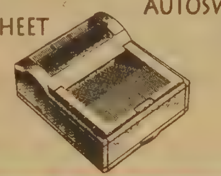

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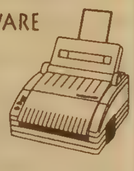

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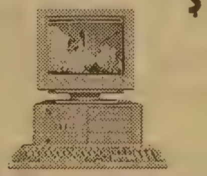

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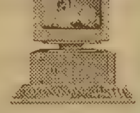

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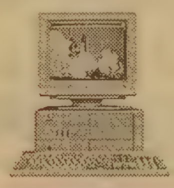

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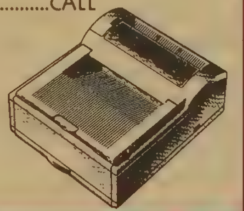

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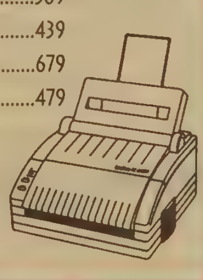

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dreadfully from every decrement in these measures of economic performance.

2. We Have a Grossly Inadequate Understanding of What Work Is All About

In our society work is a great deal more than just "labor." In addition to its productive and economic aspects, work is also the main vehicle by which people obtain the goods and services they want and need in their daily lives. When people fall out of work, they lose income, and thus reduce overall demand for the fruits of other people's labor.

And work has many other important psychological and social functions, none of which are getting sufficient play in the present debate.

3. We Are Looking at the Wrong Indicators

We need to put the days of single indicators (and single factor causality) firmly behind us. In examining the issue of modern "work" in society we are consistently looking at the wrong things—and often measuring them incorrectly, to boot. For example, many economists argue that the real dimensions of unemployment are in most places at least 50% more than the number officially admitted or discussed.

More to the point, no one can yet make an accurate, reliable count of the number of people whose success at work depends in whole or in part on effective use of information and telecommunications technologies: teleworkers, home-based consultants, virtual corporation employees, and many more.

We badly need progress in developing new indicators that can permit us to understand work, under- and unemployment, and their related social and economic phenomena in all their human and natural complexity.

4. The Time Scale of the Analyses Is All Wrong

The problems presently associated with "work" in society are no longer cyclical or short term, but structural and long term. We cannot afford simply to wait for the next upturn in the economic cycle because it won't do anything important to relieve our underlying problems. Economic pressures are rapidly pushing more enterprises into trying new forms of work, telework, and organization. Our frame of reference can no longer be the blips of the latest economic performance data, but the realms of Adam Smith, Marx, Kondratiev, Keynes, and Schumpeter.

5. We Have a Major "Tools Problem"

We are grappling with our problems using analytic tools that were by and large fashioned when economics was defined as "the study of the allocation of scarce resources." But today, a great many resources—including labor, information, and management skills—are available in great abundance! Doesn't it follow that we need entirely different analytic tools?

We need tools to help us understand the various roles of work in society, and the relationships between work, income, and economic activity, so we can better accomplish the adjustment of tomorrow's work—which will almost certainly include millions of telecommuters—to meet the new and rapidly changing needs of tomorrow's societies.

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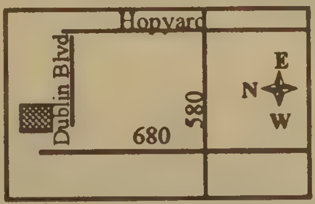

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* **Sneak'er·Net** (sneek'ĕr-net) *v.* **1.** the act of physically transfering a file by means of walking from the origination point of said file to the destination point. **2.** *n.* the implementation of multiple computers in a manner that ensures being surpassed by the competition.

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2. Find spare floppy disk. Format it and do a quick virus scan.
3. Copy file onto floppy.
4. Leave office (and miss important phone call).
5. Stop to answer co-worker's question.
6. Chat with friend at the water cooler.
7. Discover "Fred" has left for *just 5 minutes.*
8. Copy file from floppy to his hard drive.
9. Go back to your office.
10. Get a call from "Fred", realize you gave him an older version of the file.
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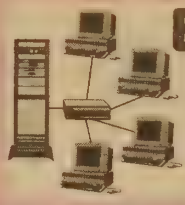

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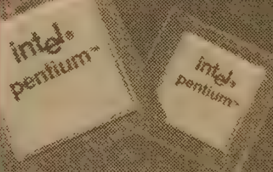

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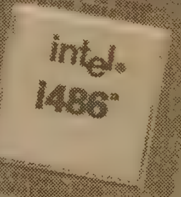

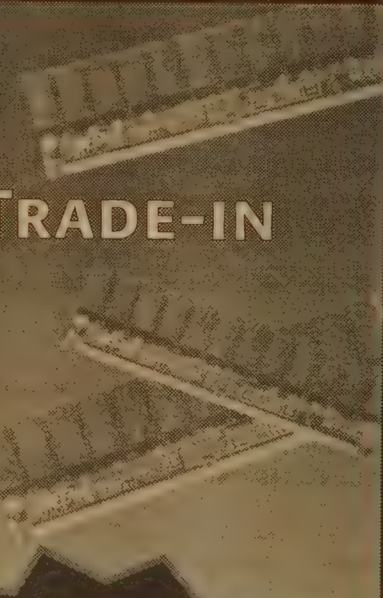

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6. The Paradox of Progress

Unfortunately, the circumstances before us are neither temporary nor the result of some hapless accident; they are the direct outcome of the social and economic systems we have set in place.

For example, we have deliberately created a "labor-saving" society—and now see increasing numbers of people "out of work." We have converted virtually every aspect of life and work to some form of information, and are now drowning in a sea of databases and data flows. With more and more of the "workforce" becoming telecommuters and teleworkers, why feign surprise that these people make new and different demands on society and the economy?

Economic pressures are rapidly pushing more enterprises into **trying new forms** of work, telework, and organization.

Since we need only a small fraction of the labor force we historically employed, we must learn how to reorganize the economy, our society—and our daily lives—to maintain the value of human life and action, and to maximize the contributions possible by those of us now "out of work."

7. Many Currently Proposed Measures May Make Things Even Worse

Many of the so-called "remedies" presently being discussed or implemented run the risk of locking in parts of the problem, or worse, creating situations substantially worse than what would result from no policy at all. For example, there are proposals to put limits on part-time work, to eliminate minimum wage laws, and to further outlaw or inhibit useful activities already forced into the black and gray markets.

8. Radical Rethinking Is Called For

A critical read of the evidence makes it clear that the entire "work system" we presently inhabit (in our daily lives, to be sure, but even more important, in our minds) is no longer doing its job. Something is already quite wrong, and is only going to get a lot "wronger" in the years ahead. The present system of full-time or even part-time jobs for a paternalistic "employer" who commands our time and energies is a leftover from another time and an entirely different set of circumstances. Even telecommuting, which remedies some problems of the existing models of work, is only a halfway step toward what the American Compensation Association is not alone in predicting: a fundamental shift in the basic unit of work from a relatively static "job" to a "role" that constantly changes in a sea of fluctuating teams, assignments, projects, and individualized responsibilities.

9. The "Problem" Holds the Solution

The same forces now at the heart of our problem—most notably information technologies—are at the same time an absolutely vital element of the solution, bringing us the potential to do work at a distance, to create ad hoc work teams, and even to mix

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work and play in entirely new recipes.

For example, while telework technologies and practices might in certain specific instances reduce jobs, properly supported (through revisions in the law, business practices, and so forth) the move to telework can easily extend the possibility of work to more people and wider geographic areas than ever. This point, which is not being adequately brought into the debate, needs to be broadcast.

Here's a case in point. The Learning Network began in 1993, based at South Bristol College, in Canada, with a group of fifty-seven unemployed persons. It offered an environment where they could learn about telecommunications and other aspects of the information superhighway. Today, all but a handful of them are employed.

10. The Changing Shape of Work

Think of the transition from "old work" to "new work" as a migration, with an entire population trooping from an exhausted countryside to new and fertile valleys. Hardly anyone, of course, wants to move. But here we all are, pulling up stakes and staking out new claims. If we don't, we will surely be left behind by those who do.

The Transition To Telework

In the old days we talked about jobs, places where we went to work, the daily trip to those places, our schedules, the one employer who paid us, and the like. But increasingly in 1995 these are but memories of the "old country." Each year we are going to see growing numbers of people migrating to new forms of work—oriented not to jobs but to careers, not to single employers but to multiple skills, not to employed subservience but to networks of peers, associates, and clients.

The United States, and particularly California, is usually on the leading edge of social and economic change. It's true again with the changing shape of work in society.

Clearly, the transition to telework is going to take place with or without the benefit of an overall guiding policy. But if key players and early adapters form and hold a vision of what can happen, how society can adapt, and where technology should lead us, the net effect of these changes and opportunities may be far more positive than anyone anticipates.

[For a more detailed treatise on this and related topics, contact: EcoPlan International, Centre for Technology & Systems Studies, 10 Rue Joseph Bara, 75006 Paris, France; tel. (331)4326.1323; fax 4326.0746; email *100336.2154@compuserve.com* .]

Continued From Last Time...More On Telecommunities

The Institute for the Study of Distributed Work, Oakland, CA, is continuing to study how technology diffusion might impact quality of life for large numbers of people. As I mentioned in my most recent article, the Institute is actively looking at some thirty separate community development efforts in the United States and abroad.

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For example, "telecommunity" development efforts are presently going on in Florida, Nebraska, Iowa, Kentucky, Montana, Washington, Oregon, California, Colorado, New Mexico, and Virginia. Most of these are very small in scope with little or no funding.

The most visible and longest-lasting program is in Telluride, Colorado. It centers around the creation of an "Infozone," so far a successful effort to provide citizens open access to the Internet and online libraries. Supported through local contributions, the "Infozone" is developing as a nonprofit community service.

Taos, New Mexico, is another town trying to grow a grassroots multicultural community development project. Called La Plaza TeleCommunity, it's intended to provide access to the Internet by linking home computers and public access terminals to educational facilities, libraries, government offices, health care providers, and business sites. A central facility would serve as an information resource designed by residents to meet their unique needs. La Plaza has received donations from Apple Computer, as well as national, local, and state agencies.

Canby, Oregon, is fairly unique in that it owns and operates its own telephone, cable TV, and electric utilities. With a completely connected infrastructure in place, the residents are now trying to decide what kind of linkage they want with the larger world. The whole process began in response to a comprehensive urban development plan. One emphasis here is to increase the town's business viability without sacrificing its uniqueness and small-town identity. So far, the entire project has been funded internally.

Dr. Grantham is unwilling to offer any conclusions on the viability, strengths, or weaknesses of these and other telecommunities until more of his research is completed. At present, he is actively researching at least three topic areas:

Economic Issues: How does this diffusion of communication technology allow people to add value to economic transactions? What value gets added? Does the network really create a powerful new distribution channel for knowledge-based products and services, or will interest in its usefulness fade as its novelty wears off?

Social Issues: Do telecommunication networks foster the expansion and increased density of social networks? How does electronic interaction among people affect their sense of identity at individual and group levels?

Political Issues: Do these networks give more people easier access to participation in the political process? Is this impact limited to local levels or can it be extended to larger spheres of influence?

Obviously, there is a great deal more to be learned—and to be said—on the matter of telecommunities. Anyone interested in obtaining more specifics from Dr. Grantham, or sharing information, experiences, or concerns about telecommunities, can email him directly at *ISDW@aol.com*. ■

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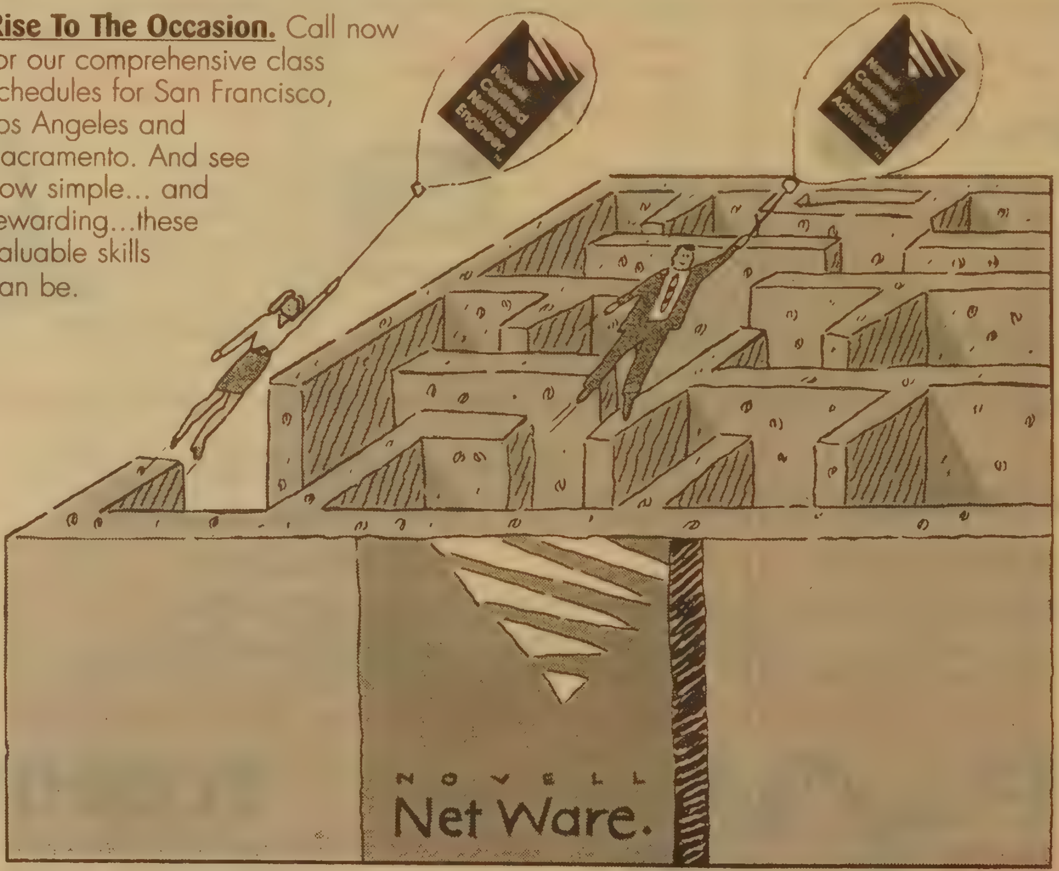

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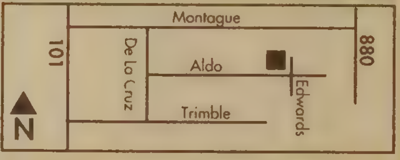

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- ▲ 256KB Write Back Cache
- ▲ **16MB** (72-Pin) RAM up to 128MB **Ultra High Speed 60NS**
- ▲ **Conner** 1.0GB SCSI-2 Hard Drive
- ▲ Adaptec 2940 PCI SCSI Controller
- ▲ Diamond Stealth 64 PCI w/2MB
- ▲ KFC/MAG 17f 17" .26 NI Monitor
- ▲ Fujitsu 101 Enhanced Keyboard
- ▲ Enhanced Full Tower Case w/ 250W UL Power Supply

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- **Free DOS 6.2 & Win 3.11 w/ Manuals & Disks**

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- ▲ Intel Pentium™ Chip 75/90/100MHz Processor
- ▲ Zif Socket (Zero Insertion Force)
- ▲ **256KB Write Back Cache**
- ▲ **32MB (72-Pin) RAM up to 128MB Ultra High Speed 60NS**
- ▲ NEC 1.44MB 3.5" Drive
- ▲ **Fujitsu 1.0GB FAST & WIDE SCSI** 9MS Hard Drive
- ▲ **Adaptec 2940W FAST WIDE SCSI** Controller (20MB/Sec.)
- ▲ **Diamond Stealth 64 PCI 2MB RAM**
- ▲ **KFC/MAG 17f 17" .26 Ni Monitor**
- ▲ **Fujitsu** 101 Enhanced Keyboard
- ▲ ENHANCED Full Tower Case w/ 250W UL Power Supply

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- ▲ PCI 486 Motherboard
- ▲ **EPA "Energy Star"** Power Management
- ▲ Zif Socket (Zero Insertion Force)
- ▲ 486 Processor
- ▲ **256KB** Write Back Static Cache
- ▲ **8MB** (72-Pin) RAM Installed **High Speed 60NS**
- ▲ NEC 1.44 3.5" Drive
- ▲ **540MB** IDE Hard Drive
- ▲ **ENHANCED IDE PCI** Controller
- ▲ **DIAMOND STEALTH 64** PCI **w/ 2MB RAM**, Screaming 64Bit Graphics Accelerator True 16 Million Colors
- ▲ **AWARD WINNING "BYTE" BEST VALUE KFC 15"** Non-Interlaced .28 Monitor (1280X1024) **LCD Digital Control & EPA "Energy Star"**
- ▲ 101 Enhanced Keyboard
- ▲ Enhanced Mid Tower Case w/UL **250W PS**

STARMEDIA MULTIMEDIA PRO PACKAGE

- Creative Labs Sound Blaster 16 Sound card
- Quad 4X speed CD-ROM (IDE)
- 70W Amplified Power Speakers
- *New* **Microsoft Home CD Package:**
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  - **- Microsoft Money • Microsoft Enterainment Pak**
- Free Mouse w/ Mouse Pad

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- **Zif Socket** (zero insertion force)
- 486 Processor
- **256KB** Write Back Static Cache
- **8MB** (72 pin) RAM Installed **Ultra High Speed 60NS**
- NEC 1.44MB 3.5" Drive
- **540MB** IDE Hard Drive
- **Enhanced IDE** PCI Hard Drive Controller w/ IO
- **DIAMOND STEALTH 64** PCI w/ **2MB** RAM, Screaming 64 Bit Graphics Accelerator True 16 Million Colors
- **NEC 1.44 Floppy Drive**
- **AWARD WINNING "BYTE" BEST VALUE KFC 15"** Non-interlaced .28 (1280X1024) **LCD Digital Control & EPA "Energy Star"**
- 101 Enhanced Keyboard
- Enhanced Medium Tower w/ 230W UL Listed Power Supply

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- Intel Pentium 586 Processor
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- NEC 1.44 Drive
- **850MB ENHANCED IDE** Hard Drive
- **Enhanced IDE PCI Drive** Controller
- **DIAMOND STEALTH 64** PCI w/ **2MB** RAM Screaming 64Bit Graphics Accelerator
- **AWARD WINNING "BYTE" BEST VALUE KFC 15"** Non-interlaced Monitor .28 **LCD Digital Control & EPA "Energy Star" (1280x1024)**
- 101 Enhanced Keyboard
- Enhanced Medium Tower w/UL 230W Power Supply

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PENTIUM 75	**$1758**
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- PCI 586 Pentium Motherboard
- **EPA "Energy Star"** Power Management
- Zif Socket (Zero Insertion Force)
- Intel Pentium Chip Processor
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- **8MB** (72-Pin) up to 128MB **High Speed 60NS**
- NEC 1.44 3.5" Drive
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- **AWARD WINNING BYTE BEST VALUE KFC 15"** Non-Interlaced Monitor .28 (1280X1024) **LCD Digital Control & EPA "Energy Star"**
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- Intel Pentium™ Chip 75/90/100MHz Processor
- Zif Socket (Zero Insertion Force)
- **256KB** Write Back Cache
- **16MB** 72-Pin RAM up to 128MB **Ultra High Speed 60NS**
- NEC 1.44MB 3.5" Drive
- **Fujitsu 1.0GB FAST & WIDE SCSI** 9MS Hard Drive
- **Adaptec 2940W FAST WIDE SCSI** Controller (20MB/Sec.)
- **DIAMOND STEALTH 64 PCI w/ 2MB RAM**, Screaming 64Bit Graphics Accelerator True 16 Million Colors
- **AWARD WINNING "BYTE" BEST VALUE KFC 17** .26 Flat Screen "Energy Star" Monitor
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3.0GB	MC1936AV	13ms	5.25"	$1349	$1649
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FAST ATA

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- Model MC1936
- 13ms FAST-5.25" FH
- 5400 RPM-512K Cache
- 5 YEAR WARRANTY

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- Model MC1991
- Fast Average Seek of12ms!
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- 5 Year Factory Warranty !

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4.3GB 3.5" FAST SCSI-3*

- INT Model GP34301S
- 8.6ms Fast average seek time !
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* Fast SCSI-3 Support 50 Pin

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DC440	BusMaster SCSI/IDE VLB w/IO	$189
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DC540	BusMaster PCI FAST SCSI-2 Controller	$Call

HDSS

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243	32Bit VLB 2HD/2FD 2S/1P/1G E-IDE	$49
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1522	16-Bit ISA SCSI-2 7Device & 2FD KIT	$139
1542CFK	16-Bit BusMaster Fast SCSI-2 KIT/CARD	$239/$199
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1640	32-Bit MicroChannel for PS/2,7HD KIT	$299
2742T	32-Bit TWIN-EISA KIT, 14HDs	$348
2742W	32-Bit WIDE EISA KIT w/WIDE CABLE	$379
2825VL	32-Bit VLB E-IDE/SCSI-2 KIT	$158
2842A-VL	32-Bit Fast SCSI-2 VLB KIT	$259
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3940	DUAL CHANNEL PCI CONTROLLER KIT	$409
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KT545C	16-Bit ISA BusMaster Fast SCSI-2 KIT	$209
KT742A	32-Bit EISA SCSI-2 KIT	$289
KT747C	32-Bit EISA Fast SCSI-2 KIT	$299
BT757S	32-Bit EISA Fast Wide SCSI Card	$349
SW-190	Software Drivers for BT757S	$49
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qlogic

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QLVLB/FL	32-Bit VLB/VLB-FL	$189/$205
QLEISA/FL	32-Bit EISA/EISA-FL	$198/$209
QLPCMCIA	*PCMCIA w/Corel SCSI Drivers*	$165
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QLPCI-W	32-Bit IQ-PCI Wide SCSI-3	$279
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AL6200	32-Bit Fast SCSI-2 Caching EISA w/SW	$669
AL7048	32-Bit Fast SCSI-2 /2IDE/4FL/2S/1EPP	$279
ALRAID16	Two IN2000's w. ASPI SCO,NW & Corel	$1199

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3274VL	32-Bit FastSCSI-2 BusMaster VLB Kit	$189
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Acculogic

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TMC3260	32-Bit PCI VALUEPACK w/PowerSCSI	$199
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CDR501	4Xi 220ms/600kb/SCSI-2	$469/$389
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*KIT Includes(16-Bit card & sw,Microsoft Encyclopedia)

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- 125/150ms Random Seek
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- Capable of Digital Audio Extraction,CD+G,CD+MIDI

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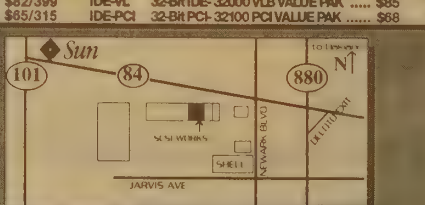

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FS4000DC	2-4GB 1MBCache 28MB/min	$1239/$1489
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EXB-4200C	4GB up to 28MB/min w/Comp	$799/$899
8205XL	3.5-7GB up to32MB/min w/Comp	$1289/$1599
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NBNET50	NLM 50 USER (DOS)	$295
NBNETU	NLM UNLIMITED USERS (DOS)	$395
NBNETJr	NLM JUNIOR (DOS)	$139
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1.3GB Cart (512 or 1024b Sector)	Glass/Poly	$189/$149

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C2550A	1.3GB 5.25" External	$2429
C1100A	20GB Ext Juke Box (20XT)	$4589
1.3GB(1024b/s) or 1.2GB(512b/s)cartridge		$109

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Internal/(External with cart)	$568/$799
EXTERNAL w/16 Bit Adapter & Cart for PC	$899

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RO5061	1.3GB 5.25" HH INT/EXT	$1699/$1999

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The Next Generation of the First Portable Optical Drive

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Tahoe230 PCAN	Portable for PC (no Interface)	$869
Pak-Travel	Battery,charger & travel case	$195

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Sierra1.3 MAC	External 1.3GB for MAC	$2249
Sierra1.3 PC	External w/Adaptec Interface	$2399
Sierra1.3 PCAN	External for PC (no Interface)	$2289
Sierra1.3 PCI	Internal w/Adaptec Interface	$2249

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Orray4.8 NOVL	4.8GB System for Novell	$9299

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OMD1200HS	5.25" 1.2GB 512k Hi Speed (Universal)	$119
OMD1300HS	5.25" 1.2GB 1024k Hi Speed (MAC)	$119
RCD-74	Recordable compact disc 74min	$19

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Exabyte/HP	90 Meter	$20/$90
Maxell/3M/Sony	90 Meter	$15/$65
Fuji-DG90M	90 Meter	$13/$55
Sony/HP	120 Meter (DDS-2)	$29/$139
4mm Cleaning Cartridge		$20/$95

8mm Data Carts		Ea./5Pak
Exabyte/Sony	112 Meter up to 5GB	$19/$90
Exabyte/Sony	160 Meter XL up to 7GB	$29/$140

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QIC80 Upgrade Kits. These Kits Will Turn your 250 MB Tape Drive Into a 350 MB Drive !		Ea./5Pak
3M	350MB Kit w/2 DC2120XL Carts	$69/$330
CMS	350MB Kit w/DT-350 Tape	$49/$235

Sony	QIC-WIDE QW5122Fup to420MB	$20/$95
Sony	QIC-WIDE QW3010XLFup to850MB	$26/$125
Sony	QIC-WIDE QW3080XLFup to4GB	$33/$160
3M	DC2750/MC3000 (750MB)	$28/$135
EXABYTE	DC2750/MC3000 (750MB)	$30/$145
EXABYTE	MC3000XL (1GB)	$39/$190
3M	MC3000XL (1GB)	$35/$168
3M	MC3000XL Formatted	$40/$190
Sony	QD2120 QIC80 up to250MB	$22/$105
Sony	QD2120 unformatted up to250MB	$19/$90
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3M	DC2120XL Ximat up 350MB	$25/$120
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Maxell	2120 Cleaning Kit	$22/$100
GIGATEK	DC2120 QIC80 up to250MB	$15/$69
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Sony	QD6250 - 250 MB	$23/$104
Sony	QD6525 - 525 MB	$29/$140
3M/Maxell	DC6150 - 150MB	$16/$75
3M/Maxell	DC6250 - 250MB	$22/$99
3M/Maxell	DC6525 - 525MB	$28/$135
GIGATEK	DC6150 - 150MB	$14/$65
GIGATEK	DC6250 - 250MB	$19/$90
GIGATEK	DC6525 - 525MB	$24/$109
3M	Magnus 1.2 - 1.2 GB	$45/$215
3M	Magnus 2.0 - 2.0 GB	$59/$285
GIGATEK	DC9120 - 1.2GB	$45/$215
GIGATEK	DC9200 - 2.0GB	$59/$285
Maxell	DC-9135 - 1.3 GB	$49/$235

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3M/Ricoh	128MB 512 bytes/sec	$39/$190
Verbatim/Maxell	230MB 512 bytes/sec	$47/$219
FUJITSU	230MB 512 bytes/sec	$55/$265

Blank Recordable CDs		1/5Pk
650MB	74min Compact Disc	$14.99/$70
540MB	63min Compact Disc	$13.59/64

RECORDABLE CD-ROMS

PINNACLE MICRO Recordable CD-ROM Drives

Recordable CD.

RCD-1000 MAC	External with SW for MAC	$1945
RCD-1000 PC	External with SW for PC	$1945
RCD-1000 PC20	External w/Adaptec Interface	$2049

RICOH Recordable CD-ROM Drive

NEW!

F21020 5.25" SCSI-2 INT/EXT ..... $2399/$2599

Smart and Friendly CD-RECORDERS

CD-R1002 High Performance Double Speed Recorder 1MB Cache $1659

CD-R 2000 Dual-CD High Performance Double Speed Recorder 2MB Cache $2749

CD-R 4000 Warp QUAD Speed Recording 512kB Cache, 17min record time $3999

*All units include Corel CD-Creator & Adaptec SCSI Adapter.

PC & MAC FAX MODEMS

USRobotics

The Intelligent Choice in Data Communications

• Sportster 14.4 & 28.8 High Speed Fax/Modems

14.4	INT/EXT for PC - V.32bis w/V.42	$119/$129
14.4/28.8	Mac & Fax - for Macintosh	$139/$299
14.4/28.8	PCMCIA 2.1 Fax/Modem	$189/$369
28.8	INT/EXT for PC - V.32	$174/$209
28.8	INT/EXT for PC - V.34	$229/$239

• Courier		INT/EXT
28.8	INT/EXT for PC V.34-V.FC-V.42	$385/$419
19.2	EXT for PC Dual Standard	$369
28.8	EXT for PC Dual Standard	$599
28.8	PCMCIA V.34 Dual Standard Data/Fax	$469

Supra Corporation

14.4	Express for PC Int/Ext	$85/$95
14.4	For PC Int/Ext	$99/$109
28.8	For PC (V.FAST) Int/Ext	$179/$199
28.8	For PC (V.34) Int/Ext	$209/$225
14.4	Express External for Mac	$109
14.4LC	External for Mac w/ SW & Cable	$129
28.8	External for Mac w/ SW & Cable	$249

EXTERNAL MODEM SERIAL CABLES

DB9F to DB25M	6/10/15ft	$3.5/5/8
DB25F to DB25M	3/6/10/15/25ft	$4/5/7/8/10

HIGH SPEED SERIAL CARDS

QUICKPATH 16550 Enhanced Serial Boards w/Super IO !

PORT-FOLIO 550E 13-Port Super I/O 4HS16550UARTs 2HD/4FD/2Bi-Parallel,1Game, Extd IRQ's $129

FlexPort42 - 6 Port: 4 16550 Ser , 2 Bi-Directional parallel, Supports Extended IRQ's $109

IO50	16550HighSpeedI/O Card 2S/1P/1G	$29
IO45	Standard I/O Card 2S/1P/1G	$12

FLOPPY DRIVES

1.2MB	TEAC 5.25 " Floppy Drive	$46
1.44MB	TEAC 3.5" FloppyDrive/with Bkt	$38/$43
1.2/1.44MB	TEAC Dual Floppy Drive	$93
1.2MB	EPSON 5.25" Floppy Drive	$43
1.44MB	EPSON 3.5"Floppy Drive/with Bkt	$34/$39
1.2/1.44MB	EPSON Dual Floppy Drive	$89

SCSI ACCESSORIES

EXTERNAL SUBSYSTEM CABLES

Centronics 50 to 50 Pin SCSI-2	$29
Centronics 50 to DB 25-Pin 3ft/6ft	$7/$12
Centronics 50 to Centronics 50 3ft/6ft	$7/13
Centronics 50 to DB-50 3ft/6ft	$32/$42
Centronics 50 to 68 Pin Fast Wide 3ft/6ft	$69/$79
DB-50 to 50 Pin SCSI-2 3ft	$45
DB-50 to DB-50 3ft	$39.99
50 Pin SCSI-2 to SCSI-2 3ft/6ft	$33/$45
68 Pin Wide to Wide 3ft/6ft	$69/$79

INTERNAL RIBBON CABLES

50-Pin SCSI 3 Connectors 2 device	$4.99
50-Pin SCSI 4 Connectors 3 devices	$8.99
50-Pin SCSI 5 Connectors 4 devices	$11.99
50-Pin SCSI 6 Connectors 5 devices	$13.99
50-Pin SCSI 7 Connectors 6 devices	$17.99
50-Pin SCSI 8 Connectors 7 devices	$21.99
68-Pin SCSI Fast Wide 3 Connector 2device	$65
68-Pin SCSI Fast Wide 5 Connector 4 device	$99

Other Accessories ....

Centronics 50 Terminator Single/Dual End	$9/$13
Centronics 50 Terminator ACTIVE w/LED	$19
50-Pin SCSI-2 Terminator Passive/Active	$49/$79
Wide 68 Pin Terminator	$59
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External SCSI SubSystem Cases

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Half Ht for CD-ROMS's w/AudioJacks	$99
JMR Chico Case for 3.5"HH Device	$119
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JMR Nano Case for 3.5"x1" Device	$109
5.25" Full Ht for (1)FH or (2) HH Devices(2Bay)	$149
5.25" Double Full Ht for (2) FH Devices(4Bay)	$219
5.25" 3-Full Ht & 1HH or 7HH Devices(7Bay)	$349
Removable Rack Frame For 3.5" HD SCSI/IDE	$39

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XV-15	15"	1280x1024 .28dpi PC & MAC	$455
XE15	15"	1024x768 .28dpi flat screen	$559
XP15	15"	1024x768 .28dpi Opticlear	$675
XE17	17"	1024x768 .28dpi flat screen	$999
XP17	17"	1280x1024 .28dpi Opticlear	$1269
XE21	21"	1280x1024 .28dpi flat screen	$1999
XP21	21"	1600x1280 .28dpi Opticlear	$2499

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NEW! 447L Color Monitors-Blk/Blue/Red/Grn/Gray with Two Stereo Powered Speakers Built In !

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449E	15" 1024x768 .28 80Hz Refresh	$439
449E	15" 1024x768 .28 80Hz with TCO	$619
447X	17" 1600x1200 .25 110HzRefresh	$979
447X	17" 1600x1200 with TCO	$1149
445X	21" 1600x1200 120Hz Refresh	$2259
445X	21" 1600x1200 120Hz Refresh TCO	$2599

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High Resolution Monitors with Advanced Microprocessor based Digital Controls

DX15F	15" 1280x1024 .28 up to 100Hz	$359
DX17F	17" 1280x1024 .26 up to 100Hz	$659
MXP17F	17" 1600x1280 .26 up to 120Hz Flat screen	$899
MX21F	21" 1600x1280 .28 up to 120Hz Flat screen	$1699

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F550i•W	17"	1024x768	.28	80Hz	$919
T2-17	17"	1280x1024	.25	SVGA	$1299
T2-20	20"	1280x1024	.31	Trinitron tube	$1969
F760i•W	21"	1280x1024	.28	74Hz	$1969

SAMSUNG Electronics

High Performance SyncMaster™ SyncMonitors

CVM4967T	Sync-3	14" .28 1024x768	$229
CVP4237	Sync-3Ne	14" .28 1024x768	$245
CSQ4387L	Sync-14GL	14" .28	$299
CSR5987L	Sync-15GL	15" .28	$369
CST7687L	Sync-17GL	17" .28 1280x1024	$675
CSF7689L	Sync-17GLS	17" .28 100mhz	$835

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VS-6E	14"	.28 1024x768	$295
VS-15	15"	.27 1280x1024 Dig Ctrl	$429
VS-15ES	15"	.28 1024x768	$359
VS-15G	15"	.28 1280x1024 Dig Ctrl	$399
VS-17	17"	.27 1600x1280 w/OVC	$875
VS-17E	17"	.28 1280x1024 Dig Ctrl	$709
VS-17G	17"	.28 1280x1024 Dig Ctrl w/OVC	$749
VS-20PS	20"	.28 1600x1280 dual page display	$1499
VS-20G	20"	.28 1600x1280,Dig Ctrl	$1349
VS-21PS	21"	.25 1600x1280 w/OVC	$1799

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SSPro15	Pro15-15" 1280x1024 .28 Dig Ctrls	$399
NS1764	Super17s-17" 1280x1024 .26 Dig Ctrls	$739
CM1797	*Elite17-17"* 1600x1200 .26 Dig Ctrls	$959
CM2096	SuperScan20s- 1280x1024 .31 20"	$1269
CM2098	Elite20-20" 1600x1200 .28 Dig Ctrls	$1589
CM2198	Elite21-21" 1600x1200 .28 Dig Ctrls	$1869
CM2199-512	Supreme21-21" 1600x1200 .26 Dig Ctrls	$2239

SONY

GPD-15sf	15" SVGA , .25dpi	$439
GDM-17SE1	17" SVGA , .25dpi	$999
GDM-17sf	17" 1280x1024 @60Hz .25 dpi	$879
GDM-20SE	20" 1600x1200 @60Hz .30 dpi	$1899

SPECIAL MONITOR CABLES

VGA EXTENSION CABLE 6ft	$5
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VIDEO CARDS

matrox

MGA - Graphics Accelerators

IMP/LITE	MPLite 2MB VRAM 1280x1024 PCI/VLB	$319
VLB/2	Ultima 2MB 64Bit VLB	$379
IMP+	IMP+ 2MB VRAM 64Bit PCI/ISA	$385
IMP+A/220	220MHz DAC for 85Hz @1600x1200 ISA	$489
IMP+P/220	220MHz DAC for 85Hz @1600x1200 PCI	$535
MOD/2MB	VRAM Upgrade Module(IMP+)	$249

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K-EZ	32Bit\1280x1024\VLB or PCI 1MB	$119
K-64	64Bit\1280x1024\ ISA,VLB or PCI 1MB/2MB	$139/$199

Fahrenheit Series(64Bit Fast Accelerators)

F-64	1280x1024\PCI or VLB 1MB/2MB (DRAM)	$149/199
F-Pro64	1280x1024\PCI or VLB 2MB/4MB (VRAM)	$309/459

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•128-bit IMAGINE 128 Graphics Accelerator

#9-Imagine1600	PCI 4MB VRAM	$1049
#9-Imagine128	PCI 4MB VRAM	$819

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•9GXE Ultra High Performance S3 86C964 & Vision864 Chip

9GXE64 PCI or VLB 1MB/2MB(DRAM)	$175/$249

Professional 64-bit Graphics Accelerator

9GXE64Pro PCI or VLB 2MB/4MB(VRAM)	$339/$509

#9GXE64Pro1600 Powerhouse

9GXEPro1600 PCI or VLB 2MB/4MB(VRAM)	$529/$679

DIAMOND MULTIMEDIA

Viper SE

•Stealth 64 Series

DRAM	VLB or PCI 1MB/2MB	$139/$189
VRAM	VLB or PCI 2MB/4MB	$289/$429

• Viper Series

ViperPro	NEW 4MB Scalable Video Playback	$Call
ViperSE	VLB or PCI 2MB/4MB VRAM	$259/$429

•SpeedStar Series

SS-Pro	1MB DRAM VLB/ISA	$109/$99
SS-64	PCI or ISA 1MB/2MB DRAM	$149/$199
SS-SE	PCI or VLB 1MB/2MB DRAM	$99/$154

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Graphics ProTurbo 1600 (1600x1200) up to100Hz **PCI 4MB** (VRAM)	$Call
Graphics Pro Turbo 64 (1280x1024) up to 100Hz VLB, PCI or ISA 2MB/4MB (VRAM)	$339/$529
WINTurbo 64-bit (1280x1024) up to100Hz VLB, PCI or ISA **2MB** (VRAM)	$299
Graphics Xpression,(1280x1024) up to75Hz VLB, PCI or ISA **1MB/2MB** (DRAM)	$165/$219

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M500	Int4XCD+Compton's (No Sound card or spkrs)	$259
M3000	Int4X-CD w/6 Educational Titles	$389
M4000	Internal 4X-CD-ROM & 11 Titles	$345
M5000	Int4X-CD,MIC&HeadPhone w/30Titles	$439
M6000	Int4X-CD w/6 Business Titles	$388

CREATIVE CREATIVE LABS, INC. Sound BLASTER

MK4024 Edutainment CD16 Kit
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2xCD,Game Blaster 16,Joystick,Speakers&Top Games .. $379

OMNI 3x Triple Speed Kit
3x CD-ROM, Super SW Bundle $279

OFFICE MULTI-MEDIA Kit $529

SB-0100	SB Value Edition w/11 SW Bundle	$59
SB-1600	Sound Blaster Value ProEdition	$79
SB-2770	SB16 Value Edition w/CD Interface	$99
SB-1779	SB16 SCSI-2 WB&ASP Upgradable	$169
SB-1770	SB16 SCSI-2 with ASP	$199
SB-1759	SB16 MultiCD WB&ASP Upgradable	$129
SB-1750	SB16 MultiCD with ASP	$169
SB-2760	SB AWE32 w/Advanced WavEffects	$269
SB-3780	SB AWE32 Value Edition	$229

ORCHID Makes IT easy ADVANCED 16-BIT SOUND CARDS

SoundDrive 16

SD-16EZ 16-Bit Stereo Sound,FM Synthesis, Wavetable Upgradable,Mitsumi CD Interface $129

SD-16+SCSI 16-Bit Stereo Sound,FM Synthesis, Wavetable Upgradable, SCSI-2 Interface $139

SoundWave 32 GameWave 32

SW-32Plus 16-Bit Stereo Sound with FM&Wavetable Synthesis, Mitsumi & Sony CD Interface $189

SW-32+SCSI 16-Bit Advanced DSP Sound, Mitsumi & SCSI CD Interface,Speakers & Mic $209

GW-32Plus Multimedia Ready /Wavetable Sound Card, Sony & Mitsumi AT-Bus CD Interface $169

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Audio Advantage	*PCMCIA Wavetable Synthesizer Sound Card*	$139
MONTE CARLO	*16-BIT Wave Audio Game Sound Card*	$89
MONTEREY	Multimedia Sound Card	$329
RIO	Professional MIDI Synthesizer Module	$129
TROPEZ	Audio Synthesizer w/CD Interface	$215
MAUI	Wave Synthesizer Upgrade	$139
CRESCENDO	Music Upgrade Kit	$229
TAHITI	Digital Audio Recording Card	$245
Wave SW	sound editing software for Windows	$75
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UNIX • BY BENNETT FALK

Do-It-Yourself Industry Analysis

Before the magazine *UNIXWorld* became *UNIXWorld's Open Computing*, one issue each year contained an overview of the UNIX industry. The editorial staff would mine whatever sources of information they could find to come up with a dollar figure representing total UNIX-related revenues for the year.

The total UNIX revenues were then broken down into hardware revenue and software revenue, and the companies generating the largest revenue in each category were singled out.

From one year to the next, these reports did not change much. The industry continued to grow; year after year, the same companies were noted for their contributions. The fates of billion-dollar companies do not change rapidly. Indeed, companies that size spend a great deal of time and effort slowing fate down.

Viewing these annual reports over several years, it was easy enough to see large shifts: the waning of DEC's influence, for example, and the emergence of Silicon Graphics. But who had the patience to save all those issues of *UNIXWorld* and to piece these sagas together?

Even if you couldn't readily discern larger historical trends in the report of a single year, however, the annual overview of the industry provided a much-needed reminder that the UNIX industry is a sizable and flourishing thing even though it is all but invisible when you visit your local computer store.

Not surprisingly, each company's Web pages are a vehicle for communicating its **corporate image.**

When *UNIXWorld* changed its name, I lost touch with it. Frankly, I don't give two hoots for open computing, I just like playing with UNIX. Sometime in the first quarter of each year, however, I still get antsy about the state of the UNIX market, and I start scanning the newsstand hoping the year-in-review article will be there.

DIY Industry Analysis

I haven't found the article, but this year I discovered an alternative to ease me through the annual anxiety attack over the state of the UNIX industry. I discovered Do-It-Yourself (DIY) Industry Analysis.

Many of the leading companies in the UNIX industry now publish information about themselves on the World Wide Web, and there are some sites that publish information about the UNIX industry itself. With relatively little effort, anyone with a connection to the Internet can collect a reasonable subset of the information needed to get a view of the UNIX industry's performance. As more companies develop Web sites on the Internet, Do-It-Yourself analysis will be feasible for other industries as well.

You need to decide which companies you're interested in, and find out if they have Web sites. The *UNIXWorld* report typically listed Sun, IBM, HP, DEC, and SGI among the hardware vendors. The software vendors included operating system vendors and the big database companies: Oracle, Sybase, Informix, and Ingres. Since I have a vested interest in one of these companies, this view will be restricted to a few of the larger hardware vendors (Hewlett-Packard, IBM, Silicon Graphics, and Sun) and Novell, which took over ownership of UNIX and UNIX development in 1993.

The selection of companies here is more or less arbitrary, governed only by the need to show some examples of billion-dollar companies that participate in the UNIX industry and publish company information through the Web.

Sites Of Interest

Finding Web sites is like falling off a log. A lot of Web sites use the name "www" for the machine that hosts the site's Web server, and if you can't figure out anything else, you can always try pointing your Web browser at a URL like:

http://www.<companyname>.com

For the big names in the UNIX industry, this works quite well. Here are URLs for some of the companies of interest:

Sun: http://www.sun.com
SGI: http://www.sgi.com
HP: http://www.hp.com
IBM: http://www.ibm.com
Novell: http://www.novell.com

If you'd rather not spend time falling off of logs, there are some Web sites that provide an overview of UNIX vendors. One good starting point is Paul Hoffman's Internet Computer Index at *http://www.proper.com* . (This will give you pointers to Internet resources for PCs and Macs as well as for UNIX resources.)

You can also try the UniForum Web site (*http://www.uniforum.org*) which contains lots of information about the UNIX industry, as well as a UNIX product catalog that lists more than three thousand vendors with UNIX-related products. The UniForum catalog is a good reminder that the UNIX industry is larger than the dozen or so companies that are cited as industry lead-

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- MOUSE
- MEDIUM TOWER CASE

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- 101 ENHANCED KEYBOARD
- MOUSE
- MINI TOWER CASE

DX4/100 MHz
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DX2/80 MHz
$899

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- 486 66 CPU & MOTHERBOARD
- 4 MB RAM
- 1.44 MB FLOPPY DRIVE
- 14" FLICKER FREE NON-INTERLACED MONITOR
- 420 MB HARD DRIVE
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- VLB WINDOWS ACCELERATOR CARD
- 101 ENHANCED KEYBOARD
- MOUSE
- MINI-TOWER CASE

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SLC2/66 MHz
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BEST VALUE IN U.S.A.	Mother-board	MB+CPU	Basic System (See Below)	Basic System 420MB HDD 4MB SVGA Card SVGA Monitor (540MB + $30)	Basic System 730MB HDD 4MB SVGA Card SVGA Monitor (1.0GB + $110)
PENTIUM P5-100/256K C	$229	$889	$1229	$1669	$1789
PENTIUM P5-90/256K C	229	749	1089	1529	1769
PENTIUM P5-66/256K C	229	659	949	1428	1539
486DX4-100 C	79	308	455	999	1149
486DX2-80 C	66	225	349	899	999
486DX2-66 C	66	185	347	879	979
486DX-40 C	66	169	287	849	949
486DX-33 C	66	165	259	849	949
486SX-40 C	66	159	267	839	939
IBM 486SLC2-66/64K C	N/A	117	229	829	929
486DLC-40/128K C	69	105	254	811	911
386DX-40/128K C	69	89	209	774	974

BASIC SYSTEM (Assembled in USA) Motherboard & CPU, Deluxe Mini-Tower Case w/Power Supply, 101 Enhanced Keyboard, 1.44 MB Floppy, IDE/IO Controller w/2HD/2FD/2S/1P/1G Ports

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- GREEN MOTHERBOARD
- INSTALLATION
- COMPLETE SYSTEM CHECKOUT $777

486 UPGRADE

- 486DX2/66 OR DX4-100 CPU
- GREEN MOTHERBOARD
- INSTALLATION
- COMPLETE SYSTEM CHECKOUT

DX2/66MHz	$239
DX4/100MHz	$339

MULTIMEDIA UPGRADE

- TEAC/PANASONIC CD-ROM
- SOUND BLASTER 16 SOUND CARD
- SPEAKERS & CABLE

DOUBLE SPEED	$229
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THOUSANDS OF POPULAR CD TITLES ON SALE!!

FLOPPY & HARD DRIVES

Teac 1.44MB	$30
Teac 1.2 MB	41
Teac Combo 1.2/1.44 MB	83
270 MB IDE	143
420 MB IDE	165
540 MB IDE	189
730 MB IDE	269
1 GB IDE	369
540 MB SCSI	225
1 GB SCSI	459

MONITORS

	14" SVGA 1024 .39 Int	$175
	14" SVGA 1024 .28 Int	193
	14" SVGA 1024 .28 NI	199
IMPRESSION:	3+14" INT/NI	199/207
ACER:	14" SVGA .28 NI	227
CTX:	14" SVGA 1024 .28	222
	15" SVGA 1024 NI	305
	17" CPS1765 1280 NI	595
VIEWSONIC:	6E (14") 15F (15") 17G (17")	242/314/687
NEC, SONY		LOWEST

VIDEO CARDS

SVGA 512K/1MB	$37/53
Windows Accel 1 MB	55
S3 VLB 1MB	67
Cirrus Logic VL 1 MB	65
Genoa VLB 1MB/Phantom 2MB VLB	85/159
Diamond Stealth 64 PCI/VLB 1/2MB	129/168
Diamond Speedstar PCI/VLB 1/2MB	90/138
ATI Ultra Pro PCI/VLB 2 MB VRAM	208/205
Orchid Kelvin 64 PCI/VLB 1/2MB	127/169

FAX/ MODEM

14.4/14.4 Fax/Modem (Int)	$47
14.4/14.4 Fax Modem w/ Voice Mail (Int)	55
14.4/14.4 Fax/Modem (Ext)	79
U.S. Robotics 14400 Fax/Modem	97
U.S. Robotics 28.8 Fax/Modem	209
28.8/28.8 Fax/Modem (Int)	113

MULTIMEDIA

Mitsumi CD ROM Double Speed w/Card	$115
Panasonic CD ROM-562B Double Speed	115
Teac Quad CD-ROM	179
NEC CD ROM Quad Speed	299
Sound Card	39
Sound Blaster 16 Basic/MCD	69/75
Sound Blaster Basic SCSI 2	115
Sound Blaster AWE 32	265
Stereo Speakers 40/50/80W/120W	25/35/57/79

PROCESSORS/MEMORY

486DLC/DX CPU	$LOWEST
SIMM 1/4/8/16 MB	LOWEST
387DX/40/33/25	23
387SX/33/25	23

MISCELLANEOUS

Tape Back-Up 250 MB Conner/Colorado	$125/145
CPU Cooling Fan w/Heat Sink (486/Pentium)	8/15

KEYBOARDS/ MICE

101 Enhanced Keyboard	$13
Smart 101 Enhanced	15
Keytronics 101 Enhanced	23
Focus 2001 (Click)	30
Focus 9000 Programmable	48
MS Compatible Mouse	6
Microsoft Natural KB	89
Microsoft Mouse	23

CASES

Mini Tower w/230W PS	$33
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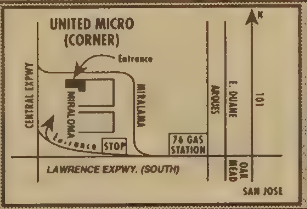

UNIX *continued...*

ers. (The product catalog is accessible to UniForum members only, but if you're serious about DIY analysis, it's worth the membership fee.)

Once you've identified the URL for a company you're interested in, use your favorite Web browser to retrieve the company's home page. The home page for a Web server provides a top-level entry point from which you can maneuver to other pages published on the server. The home page for a corporate Web server may contain pointers to all sorts of topics: product information, product updates, technical support, and company information. If you're trying to do some industry analysis, look for the company information entries on your company's home page.

Not surprisingly, each company's Web pages are a vehicle for communicating its corporate image. Web publishing may be a relatively young art, but the UNIX vendors have caught on quickly and have already learned to express themselves on the Web in absolutely typical ways using visual designs ranging from straight-arrow to hallucinatory.

Of course, corporate Web pages only offer what the company in question wants to make known about itself, but there's still a lot of variation from company to company. Microsoft, for example, uses its Web pages chiefly for product information and tech support issues. Financial information is conspicuously absent.

Those sites that publish financial information will provide something (financial statements, press releases, or letters to stockholders) describing the company's performance for the most recent quarter. At the end of the fiscal year, an annual report will sum up the year's business.

Whatever form is used to publish the information, there are four items of interest among these financial reports: revenue, income (or profit), rate of revenue growth compared with last year, and rate of income growth over last year. In the summaries that follow only revenue and growth of revenue will be cited.

Making Sense Of It All

Of course, once you get to the financial reports any UNIX vendor publishes on the Web, you need to figure out what they have to do with the UNIX industry.

Among the large UNIX vendors, some (Sun and Silicon Graphics, for example) are so thoroughly UNIX-based that all the company's business activity can be counted as belonging to the UNIX market. Others, such as HP, IBM, and Novell, are heavily diversified companies whose UNIX-related business is only a fraction of total revenue. The financial statements of these diversified companies are unlikely to say what percentage of revenues are UNIX-related.

Here's a sampling of what can be discovered from poking around in the financial statements of UNIX vendors published on the Web:

•**IBM:** IBM is big, and if you've wondered how big, look at its annual report. The 1994 annual report, issued in January

continued on page 223

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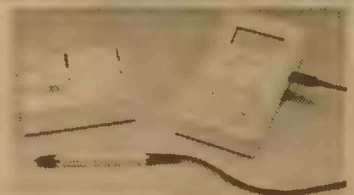

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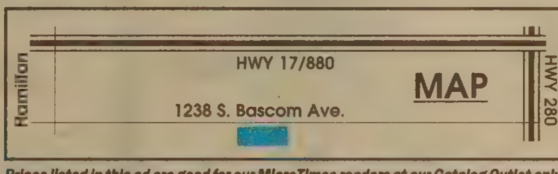

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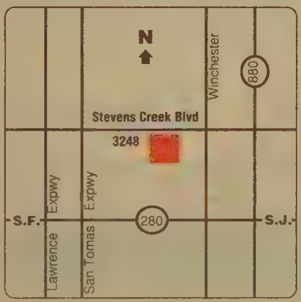

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Last month I mentioned the loss of the hard disk with the bootable OS/2 partition and promised to write about the recovery process. So here goes.

I've documented in previous columns a few OS/2 utilities which will help you recover the Desktop or .INI files. Warp also gives you the new option to archive the Desktop prior to each boot; it keeps the last three archived Desktops (as well as the post-install version), and you can set it to prompt you at each boot which Desktop you want to boot with. Thus, if your .INI files or Desktop get corrupted, you can reboot and ask for one of the archived Desktops that is still intact. You will, of course, lose any customization you've done following the boot that gave rise to that archived Desktop, but that is better than recustomizing from scratch, as previous OS/2 versions required.

But note that for the above facilities to work, you've got to have a booting OS/2 system! What do you do, however, if you don't? What if you lose access to the OS/2 partition or, as in my case, to the whole hard disk?

In such circumstances you need two things to be able to recover your customized system (and thus avoid reinstalling OS/2, and recustomizing it manually):

(a) a backup of your system

(b) the ability to boot OS/2 from a diskette

And even if you do have those, you must—depending on your specific backup/restore and booting facilities—follow varying procedures, even though the basic concept behind them is the same. Note that the more recent the backup, the more of your customization you will recover. Make sure, therefore, that you have a backup schedule that fits your specific rate of change.

I already described the backup facilities provided by IOBackup for Iomega's own Parallel Port II tape drive in a previous column. The software is a simplified version of BackMaster for OS/2, a backup/restore program that supports multiple tape drives. I will describe here the system recovery procedure to be followed using a single bootable OS/2 diskette and the BackMaster recovery facility.

Bootable OS/2 Diskette

You can always, of course, boot OS/2 using the OS/2 distribution diskettes. But, as Morton Kaplon says:

"I originally used the [Warp] Create Utility option to create the 3 floppy disks that it does [to boot OS/2]. I noted that only disk 1 and 2 are required for the boot process. I also noted that this procedure did not allow the inclusion of the additional drivers I needed (tape, optical, CD ROM) so using the files included for these drives and eliminating the superfluous ones I arrived at the combinations [for just one diskette]."

In a file posted on CompuServe, Kaplon provided specifications for creating manually a single OS/2 bootable disk. The instructions are not just for the most common ISA/EISA systems, but also for IBM Micro-Channel systems and even for command processors other than CMD.EXE (e.g. 4OS2), so you can adjust the disk to those kinds of situations.

To create the bootable disk:

1. Copy SYSINSTX.COM from the Warp Installation disk to your \OS2 directory on the hard disk.
2. Make a floppy disk bootable by issuing the command SYSINSTX A: (the OS/2 equivalent of SYS A: in DOS).
3. Make the system/hidden files in your OS/2 root directory readable issuing the ATTRIB -SH *.* command.
4. Copy those files to the diskette.
5. Use ATTRIB +SH on each of the system/hidden files, to restore them to their initial status.

By adjusting Kaplon's specifications to my specific circumstances, I ended up with a bootable diskette with the root, \OS2, and \OS2\DLL directories as follows:

Root Directory

CONFIG.SYS
OS2BOOT
OS2KRNL
OS2LDR
OS2DUMP
OS2VER
OS2LOGO
CMD.EXE
COUNTRY.SYS
VIOCALLS.DLL
OS2LDR.MSG
DEV002.MSG
EA DATA. SF

\OS2 subdirectory

DPT20XX.ADD	driver for DPT SCSI adapter
CLOCK01.SYS	
IBM1FLPY.ADD	
IBMINT13.I13	
IBMKBD.SYS	
KBDBASE.SYS	
OS2DASD.DMD	
OS2SCSI.DMD	
PRINT01.SYS	
RESOURCE SYS	
SCREEN01 SYS	
OS2CDROM.DMD	optional for CD-ROM drive support
CDFS.IFS	optional, CD-ROM drive support
CHINCDS1.FLT	optional, Chinon 535 CD-ROM drive
VCDROM.SYS	optional, CD-ROM support
HPFS.IFS	optional, HPFS support
PTDVR.SYS	BackMaster driver for Iomega parallel tape drive

\OS2\DLL directory

BKSCALLS DLL
BMSCALLS DLL
BVHINIT DLL
BVSCALLS DLL
DOSCALL1 DLL
KBDCALLS DLL
MOUCALLS DLL
MSG DLL
NAMPIPES DLL
NLS DLL
NPXEMLTR DLL
OS2CHAR DLL
QUECALLS DLL
SESMGR DLL
VIOCALLS DLL

The content of the CONFIG.SYS file on

OS/2 *continued...*

the diskette is as follows:

CONFIG.SYS file on bootable disk

```
BASEDEV=DPT20XX.ADD
BASEDEV=OS2SCSI.DMD
BASEDEV=OS2DASD.DMD
BASEDEV=IBM1FLPY.ADD
BASEDEV=PRINT01.SYS /IRQ
BASEDEV=IBMKBD.SYS
IFS=A:\OS2\HPFS.IFS /CACHE:1024 /CRECL:64
BASEDEV=CHINCDS1.FLT
DEVICE=A:\OS2\OS2CDROM.DMD
IFS=A:\OS2\CDFS.IFS
DEVICE=A:\OS2\VCDROM.SYS
SET OS2_SHELL=CMD.EXE
PROTSHELL=cmd.exe
LIBPATH=.;A\:;A:\OS2\DLL;
SET PATH=A:\;A\OS2;
SET DPATH=A:\;A\OS2;
SET KEYS=ON
BUFFERS=30
IOPL=YES
MEMMAN=NOSWAP
PAUSEONERROR=yes
DISKCACHE=64,LW
PROTECTONLY=YES
DEVICE=A:\OS2\PTDVR.SYS
```

With such a disk I can boot OS/2 in character mode (no WPS!) and use a system recovery utility provided by BackMaster to restore any or all backed-up partitions—including the boot one—from tape. Booting this way is necessary because system recovery is not allowed by OS/2 when it's already running the Desktop and the .INI files are open. It is a good idea to have a bootable OS/2 diskette anyway—it proved useful and convenient in many circumstances other than for recovery.

Recovery Utilities Diskette

OS/2 backup software usually provides procedures and utilities to automate the creation of recovery diskettes, from which you can run their restore facility. BackMaster provides this too, but it uses IBM's OS2BOOT utility which, as already explained, produces a multidisk OS/2 booting facility, so I preferred to create my own recovery utilities diskette manually, as follows:

Recovery Utilities Diskette

BMREST.EXE	BackMaster restore utility
QICCOMPR.DLL	BackMaster compression dynamic library
BMREST.CFG	BackMaster configuration file
CHKDSK.COM	Optional
FDISK.COM	Optional
FORMAT.COM	Optional
ATTRIB.EXE	Optional
SYSINSTX.COM	Optional
UHPFS.DLL	
KBDCALLS.DLL	
VIOCALLS.DLL	
NLS.DLL	
OSO001.MSG	

Note that I put some useful OS/2 files (CHKDSK, FORMAT, SYSINSTX, ATTRIB) on the recovery diskette because there was no more space for them on the bootable disk. Thus, I did end up with two disks altogether, but only one is needed to boot OS/2. You can adjust the diskette to suit your specific circumstances.

Recovering OS/2

To recover any partition from tape (BackMaster restores one partition at a time), I booted Warp from diskette, then executed the BMREST program on the recovery utilities diskette (see Figure 1).

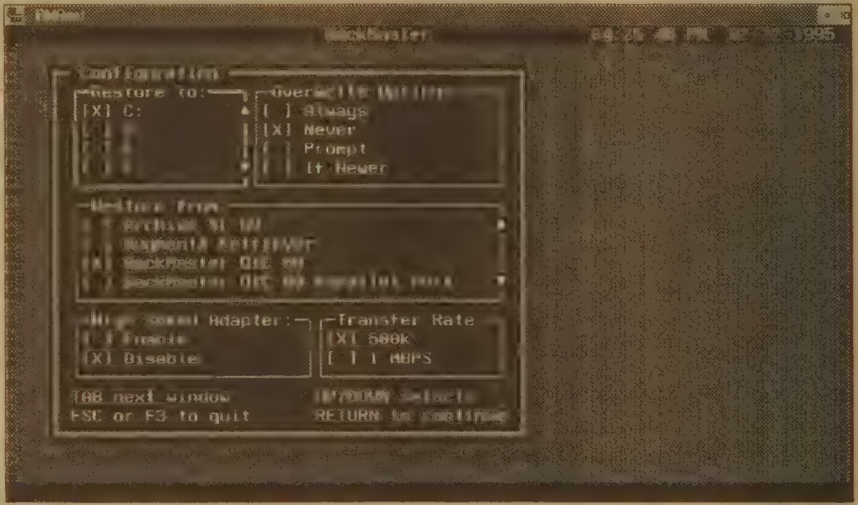

Figure 1

This is a character-based version of the BackMaster restore facility which prompts for the target drive, the backup source, whether I wanted a full or partial backup (in the latter case I could select specific directories or files), and so on. I restored my OS/2 boot partition (D:). I could then boot OS/2 in the regular manner and use BackMaster to restore the other partitions from tape.

Note: How I took a snapshot of a character-based OS/2 screen is an interesting story in itself. I will discuss it in a future column. (I would like to thank Eric Vance from MSR Development for his help with this article.) ■

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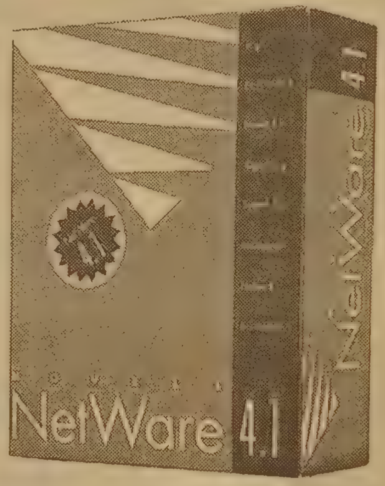
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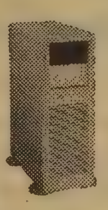

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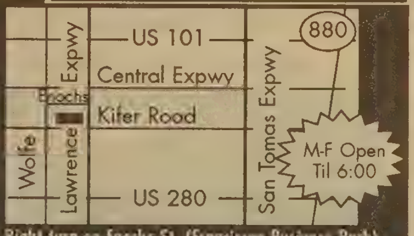

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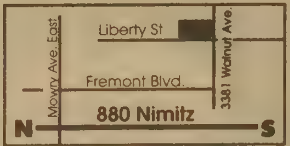

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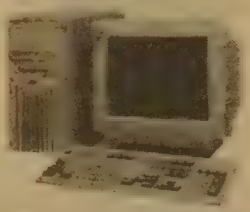

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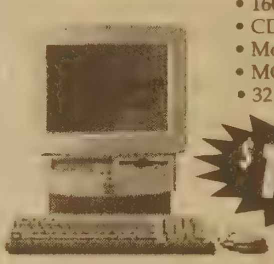

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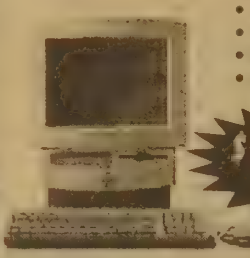

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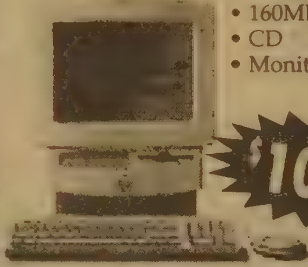

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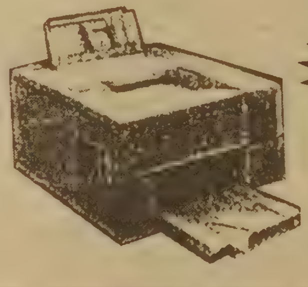

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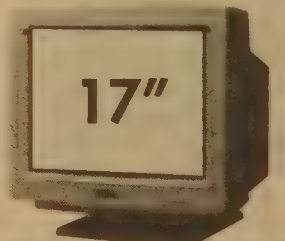

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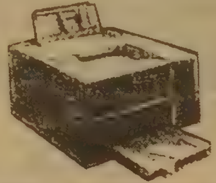

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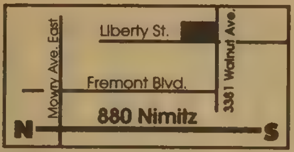

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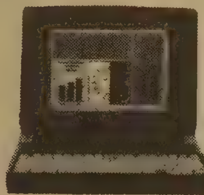

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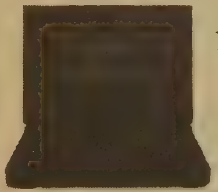

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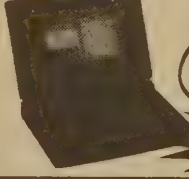

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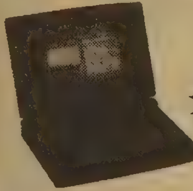

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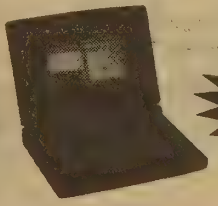

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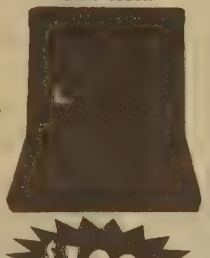

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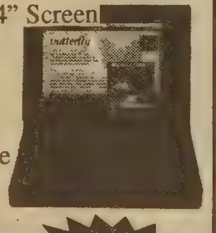

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SMALL OFFICE/HOME OFFICE • BY BIRRELL WALSH

About Integrated Programs, And Claris Works In Particular

All-In-One Software Offers Value To The Small/Home Office

I have always been a fan of integrated programs. A fan, yes—but up to now an ambivalent fan.

"Integrated Programs" offer a variety of applications in one package. Typically they include a word processor, a spreadsheet, a database, a communications program, and perhaps more. They usually make it easy to exchange information among the modules.

I am a fan because I expect that integrated programs will allow me to exchange and combine information among the component applications in painless and creative ways. That is, after all, the great advantage of computers. You get rapid access to different kinds of information, rapid changes and transformation of it, and rapid and varied output. When it works, you can mix information from databases, spreadsheets, and word-processing documents with incoming online data. This is the dream.

The disappointment is that the applications included in integrated programs are never quite as powerful as standalone applications. A really good freestanding word processor is always better than the one included in anybody's "works."

What we always get is a family of compromises. The decision to use an integrated program has always been a balancing of good features against disappointments.

There *are* three niches into which integrated programs fit well: the beginner's computer, the office on a shoestring, and the overloaded laptop.

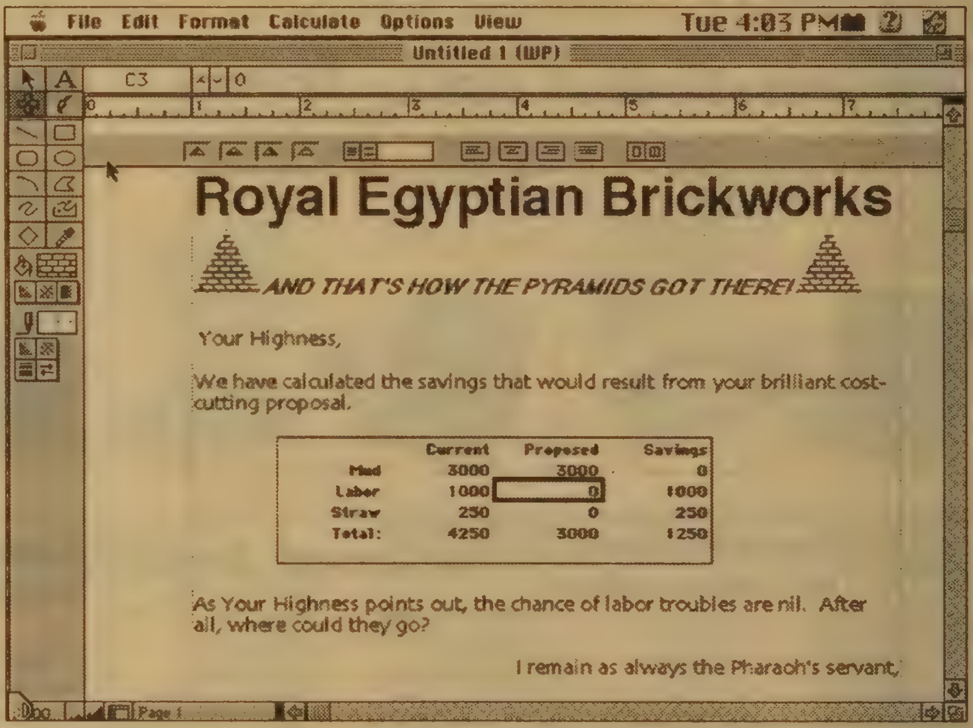
Good Fits For Integrated Packages

If you have just bought your first computer, you find that now you have to buy some software to go with it. "Well," says the smiling salesface, "you'll need a word processor. And a spreadsheet to do your accounting. And of course a program for the modem. And you said you are an artist? Then a graphics program... "

There go the savings. You do want to try out all these possibilities, of course. You just don't want to spend a fortune on a spreadsheet until you know you will use one. The Catch-22 is that you won't know if you will use one until you have one. An integrated program provides all these facilities in one cheap package.

A second environment for integrated programs is the company on a shoestring budget. There is no money for multiple copies of standard programs. As integrated programs provide multiple applications for the price of one, small companies can build the whole business around a single package.

Finally, an integrated application may be the ideal "other application" for a laptop. These mobile computers are often loaded with some mammoth application demanded by your work. If you are a software author, you may have a programming language and an immense embryo project in the machine. If you are an architect or a designer, you may have CAD programs aboard. If you do multimedia, your laptop may have a huge authoring tool stuffed into its hard disk. These large applications often have large documents as well. Memory is at a premium.



Royal Egyptian Brickworks

AND THAT'S HOW THE PYRAMIDS GOT THERE!

Your Highness,

We have calculated the savings that would result from your brilliant cost-cutting proposal.

	Current	Proposed	Savings
Mud	3000	3000	0
Labor	1000	0	1000
Straw	250	0	250
Total:	4250	3000	1250

As Your Highness points out, the chance of labor troubles are nil. After all, where could they go?

I remain as always the Pharaoh's servant,

Document created in word processing module of Claris Works

Integrated programs were originally designed for the small-memory machines of the past, and they continue to be compact. In such a crowded context, a small program which does a lot can be a godsend.

Take Claris Works For Example...

Claris, which has been in and out of the Apple corporate family, began as a software developer for the Macintosh only. Lately the people at Claris have been producing programs for Windows as well. Claris Works has versions for both platforms.

Claris Works offers quite a suite of applications: a word processor, a spreadsheet, a flat-file database, and two graphics programs. One of these is a vector-

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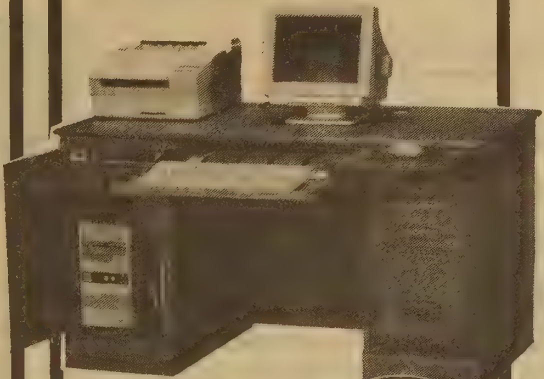

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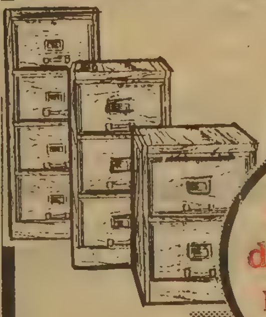

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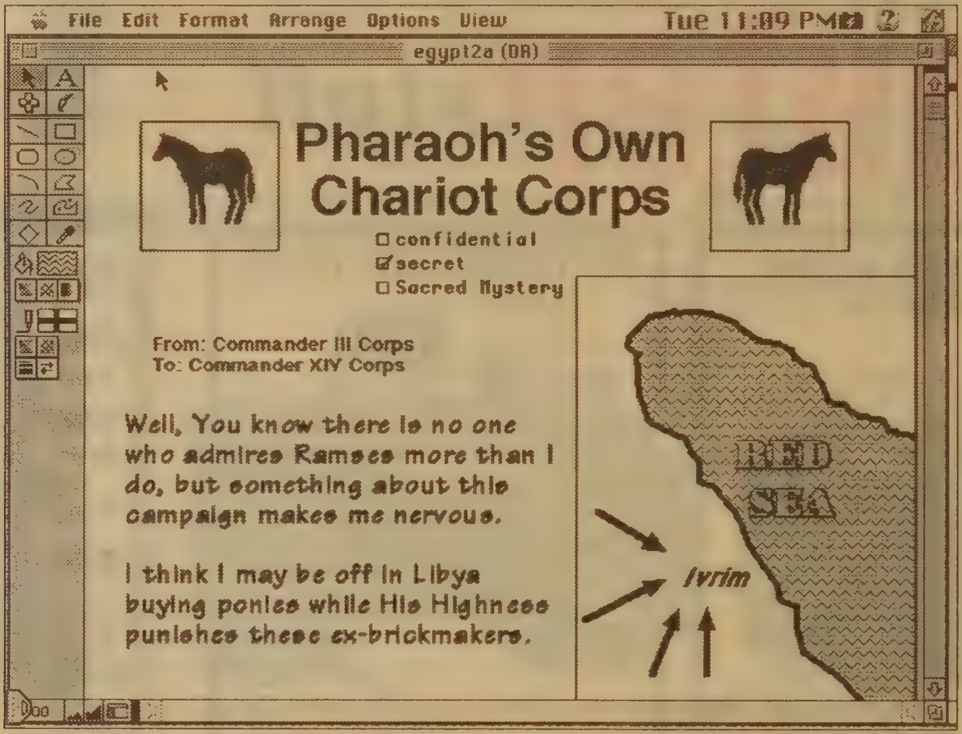

Pharaoh's Own Chariot Corps

☐ confidential
☑ secret
☐ Sacred Mystery

From: Commander III Corps
To: Commander XIV Corps

Well, You know there is no one who admires Ramses more than I do, but something about this campaign makes me nervous.

I think I may be off in Libya buying ponies while His Highness punishes these ex-brickmakers.

Claris Works' drawing module lets you enhance your documents with graphics

Because Claris Works provides a full set of graphic tools, you can **build a graphic display from** them rather than needing separate **spreadsheet graphics. This** sharing of tools is one of the **features that allows Claris** Works to remain relatively small.

based "draw" program; the second is a bit-mapped "paint" program. The Macintosh version (which I examined) also has a macro recorder and a communications module. The simple terminal emulator and the macro recorder in Claris Works for the Macintosh are not unlike those provided with Windows, so Claris has omitted them in the Windows version. Both versions have a slide-show creation and display facility, with the ability to play video.

I found the text processor to be straightforward and usable. It has an integrated outliner, which allows you to organize your thoughts before you begin. It can insert headers, footers, footnotes, live dates, and times. It has rudimentary style sheets. Particularly useful are the stationeries, which are templates you can build for repeated use. There are also the usual tools that one finds in a word processor—a hyphenator, a thesaurus, and a spell checker. I found that most of what I need for an active writing life is provided in this text processor.

In a word processing document you make columns and tables of various sorts. You can do it with tabs, as we have all done in the past. You can also insert a spreadsheet frame into the document, using the excellent embedding facilities.

The most elegant solution is the use of text frames. Claris has added frames to the word processing system—in fact, you can insert text frames into many kinds of documents (spreadsheet, database, draw, or paint) as well as word processing—and you can link text frames to produce flow-through text.

Claris has included a number of automated "assistants" to help you format commonly used documents in the various modules. The Newsletter Assistant helped me create a four page newsletter blank in less then two minutes. It asked me a number of questions—did I want a business, a "New Age," or a "Post Modern" style?—and created a template for me. The embedding facility allows you to include bitmapped (paint) or vector (draw) graphics into the text page.

Works also allows you to insert a graphic, and to have the text reshape itself to flow around the graphics frame. These are the sorts of tools that used to differentiate page-layout software. One could easily use this Claris family of tools to produce newsletters and even small books.

Counting Your Pennies

The name and format of "spreadsheets" are derived from accountants' books of rows and columns. Spreadsheets have mathematical formulas built in. You can add, subtract, or calculate in any way with the numbers you enter. I have thought many times that children who see no point to arithmetic might get it if they played with a good spreadsheet.

The Claris Works spreadsheet is designed for simple work. For the ordinary small business, the spreadsheet is more than adequate. The worksheet information can be presented alone, or you can combine it with material from the other Claris Works applications to make a compound document.

I found I could embed a live spreadsheet in a text document, with charts that would change with changing data. The chart that is driven by the spreadsheet need not be at the same spot in the compound document as the spreadsheet. As long as the chart is moved (rather than cut and pasted), the link between the spreadsheet and the chart is maintained. If the spreadsheet data changes, the chart will reflect the new information.

Spreadsheets are often austere documents. The graphic tools to adorn the bare figures take up a great deal of space in any standalone package. Because Claris Works provides a full set of graphic tools, you can build a graphic display from them rather than needing separate spreadsheet graphics. This sharing of tools is one of the features that allows Claris Works to remain relatively small. Instead of requiring separate draw tools for the spreadsheet, the word processor, the database, and the bitmapped paint program, the integrated application provides one such set of tools to be used by all the applications.

Show Me Your Data

While some situations need complex relational databases, there are many more uses that require only a flat file and some reporting capabilities. It is my impression that works programs get used more for their simple, flat-file databases than for all their other features.

I spent a few minutes this morning using the Claris Works database to design a complete sales tracker for a small business. It was simple even for a beginner, because the program assumes that the user would welcome a little help, and offers it. I suppose that one could get tired of the many dialog boxes. I found that they saved time for me as an occasional user.

Claris seems to have learned a lot from several generations of FileMaker Pro, its standalone database. The interface is a simpler version of the one in the standalone program. The utilities are also similar. Alas, the database files are not FileMaker files.

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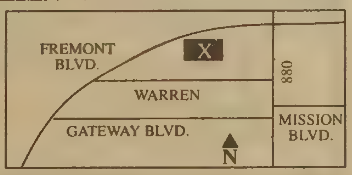

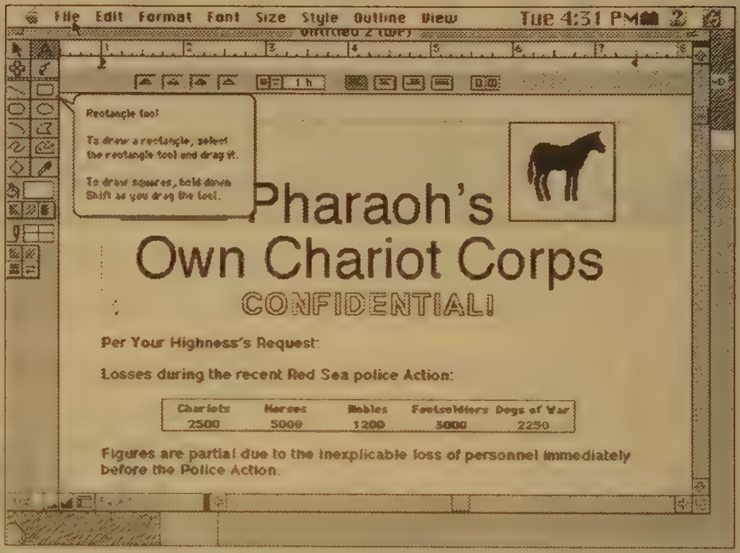

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To draw squares, hold down Shift as you drag the tool.

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Losses during the recent Red Sea police Action:

Chariots	Horses	Nobles	Footsoldiers	Dogs of War
2500	5000	1200	3000	2250

Figures are partial due to the inexplicable loss of personnel immediately before the Police Action.

ClarisWorks' online help

Layouts are used to design the screens on which the Works database receives and displays information, and to format the reports it provides. It was possible to change screen and report designs, and to copy them to make incremental modifications, without sacrificing the original layouts.

It is easy to modify a database even after it has been put into use. I found that I had made some dumb mathematical errors in building my original sales tracker. I was able to go back in and modify the formulas in my calculated fields without losing the data that had been entered into the entry fields.

The database thus facilitates the way many of us work. It encourages us to make a rough draft of a data plan, and then to try it out. The trial reveals what succeeds and what doesn't, and we go back to make modifications. Claris Works supports this style by allowing changes in databases and layouts that are already in use. It also warns you whenever you are about to destroy entered information.

Communications

I get irrational about bad communications. Therefore—because I am dependent on a terminal program to get me in touch with someone—I often find myself shouting at some communication product. I am pleased to say that the terminal program in Claris Works functioned correctly the first time I tried it.

It is not fancy, and it lacks some common buttons and bows. One always wishes for a script function to handle logons, and this communications module does not have one beyond the macro program that comes with Works. I guess this is the point where we have to say, "You can't have everything in one program." It does offer Claris Kermit and XMODEM transfer tools.

Bells, Whistles, And Slide Shows

Word processing, drawing, painting, spreadsheets, communications, and databases are not all that Claris packed into Works. They added a simple macro recorder to the Macintosh version that allows you to assign repeated keystrokes to a menu or a button. A macro can be a simple time-saver that automates the typing of a name and address, or a complex arrangement that moves data from one document to another and may even send email without further supervision.

Macros in Claris Works do not branch or make decisions. Even with this limitation, a macro recorder greatly simplifies repetitive

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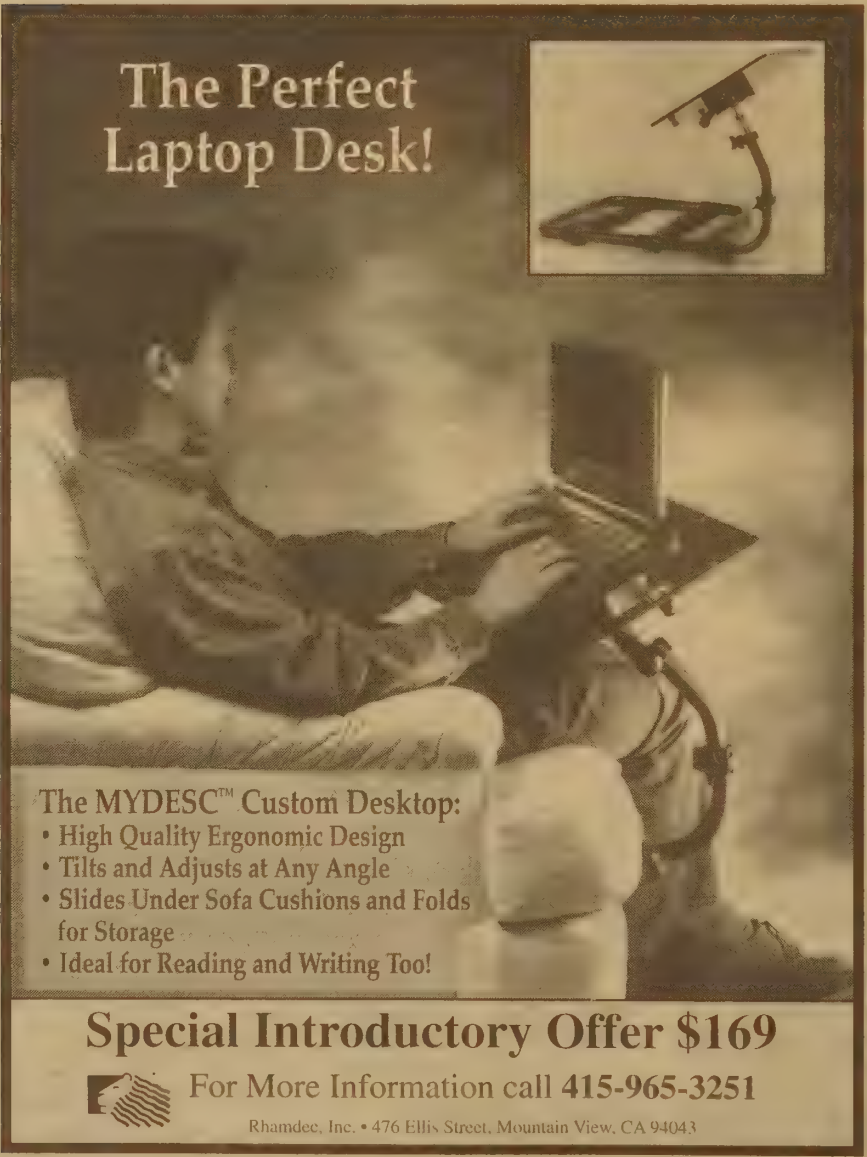
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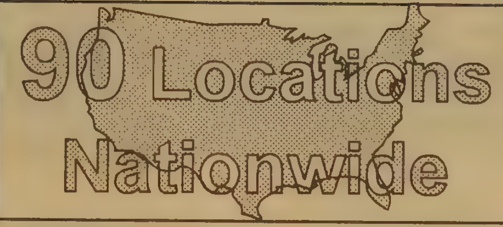

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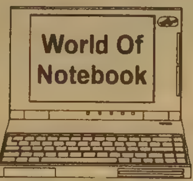

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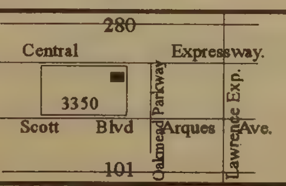

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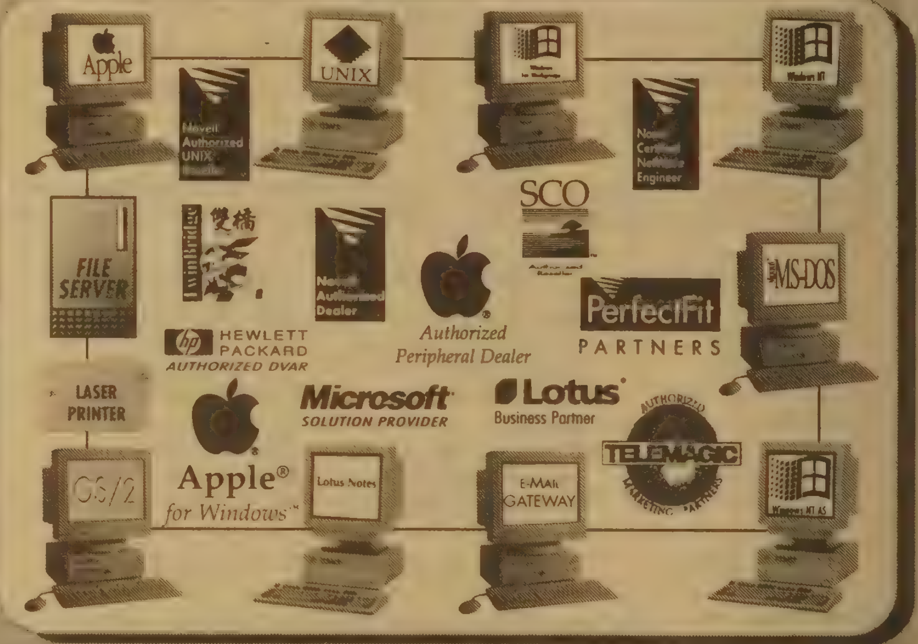
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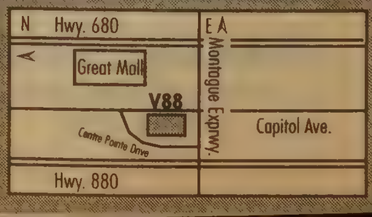

> **I spent a few minutes this** morning using the Claris Works **database to design a complete** sales tracker for a small business. It **was simple even for a beginner,** because the program assumes that **the user would welcome a little** help, and offers it.

work in any office.

Claris has provided a simple slide show function. You can design documents in the word processing, draw, paint, database, or spreadsheet applications; then you can cut or dissolve between them in a prerecorded slide show. This means that traveling sales representatives can make automatic presentations on the road with the same software that they use for all their other business work. This is the sort of business extra that allows you to close sales.

An End To Disappointment?

I make a serious effort to find the faults in an application, so the reader won't have to. But I found little to complain about in Claris Works. Its idea of exported text files was odd. It used some characters with ASCII numbers higher than 127, and the carriage returns were not accompanied by line feeds. It is the old translation problem, which has kept columnists and programmers employed since WordStar days.

I called the support line (which is free, though not toll-free, for ninety days), and found the help technician courteous and knowledgeable. He guided me through increased memory allocation without even insisting I should have read the manual, and answered several other questions with aplomb. He too was stumped by the translation problem.

This is a superb product. Beyond the components—which work well—here is a smooth integration among them that makes this application a pleasure to use. The frames allow the modules truly to share their strengths, without complex gimmicks.

The whole program functions as if it had been created by a user. I commend Claris for the thoughtfulness they put into this program.

The prices are very kind. Claris Works is available for the Macintosh ($129 list price) and for Windows ($99 list price). You can buy them direct by calling 1-800-544-8554. Software stores and mail order houses may have them for even less.

What's Ahead...

This column is for the readers. If you have a story about the joys and horrors peculiar to the small or home office, send me email at *birrell@well.com* . In a few months we'll bring the results to everyone.

What happens when you try to make many different products work together? Next month we will look at a demonic side of combining programs: nobody's support department wants to take responsibility for the problems. It's the sort of story Stephen King ought to tell, but I will do my best. ■

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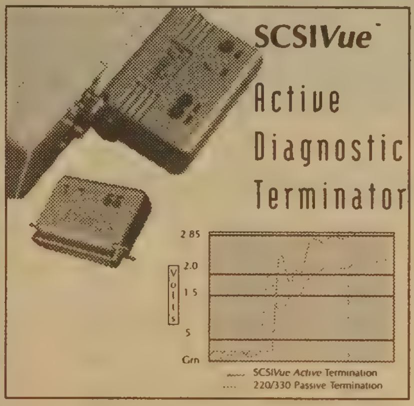
We Fix SCSI Problems And Improve SCSI Performance

The quality of your SCSI Cables and Terminators has a direct effect on the performance and reliability of any SCSI bus. Using inexpensive "PASSIVE TYPE" Terminators and "UN-SHIELDED" Cables can cause many problems. Granite Digital has introduced the **SCSIVue** line of *Active Diagnostic Terminators* and *Gold Diagnostic Cables* to eliminate SCSI problems and to improve SCSI performance.



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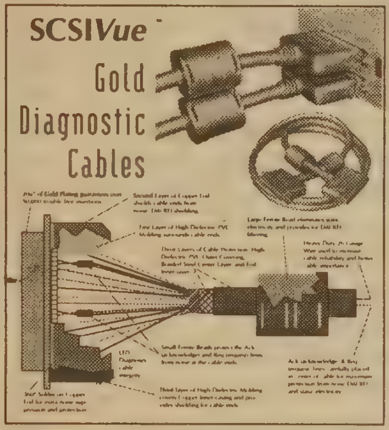
- Matches Cable Impedance Needs
- Gold Connectors Reduce Noise
- LEDs Diagnose SCSI Problems



- Heavy Duty (military type) Cable Construction
- Provides Best Impedance Match
- Foil, Braid, Ferrite Shielding Reduces Noise
- Data Transfers Are Dramatically Improved
- LED Provides Diagnostic Ability
- Reduces SCSI Retries and SCSI Errors

SCSI *Vue* Terminator

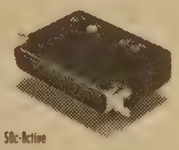
Centronics 50....... $59
✓ Active regulation
✓ Gold Contacts
✓ Diagnostic LED's
✓ Heavy Shielding

MicroD 50............ $79
✓ Active regulation
✓ Gold Contacts
✓ Diagnostic LED's
✓ Heavy Shielding

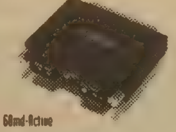
MicroD 68............ $99
✓ Active regulation
✓ Gold Contacts
✓ Diagnostic LED's
✓ Heavy Shielding

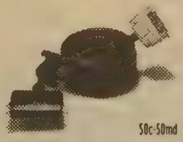
MicroD 68 Diff....... $99
✓ Active regulation
✓ Gold Contacts
✓ Diagnostic LED's
✓ Heavy Shielding

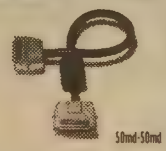
SCSI 2+3 COMPATIBLE

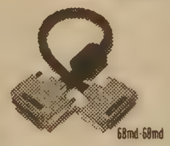


50md-Active









SCSI *Vue* Gold Cables

25 Apple - 50 Centronics
2'.................... $49
6'.................... $59

50 Cent - 50 Cent
8".................... $49
18"................... $59
3'.................... $69
6'.................... $79
15'................... $119

50 Centronics - 50 MicroD
3'.................... $99
6'.................... $119
15'................... $179

50 MicroD - 50 MicroD
8".................... $79
18"................... $89
3'.................... $99
6'.................... $119
15'................... $179

68 MicroD - 68 MicroD
8".................... $129
18"................... $139
3'.................... $149
6'.................... $169
15'................... $229

Quantity & Dealer Discounts

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Granite Digital • 3101 Whipple Road • Union City, Ca. 94587

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Compudata 22 Third St San Francisco 415-495-3422
Computer Source of Hayward 1216 W Winton Ave Hayward 510-784-1136
FRY'S Electronics 600 E. Hamilton Ave Cambell 408-364-3700
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FRY'S Electronics 340 Portage Ave Palo Alto 415-496-6000
FRY'S Electronics 1177 Kern Ave Sunnyvale 408-733-1770
Hitron Systems 3170 El Camino Real Santa Clara 408-261-2695
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Whole Earth Electronics 1975 Diamond Blvd Bldg 4 Concord 510-686-2270
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PENTIUM -100/256C VLB-PCI USA	$238	$938	N/A	$1,228	$1,398	$1,418	$1,628	$1,608	$1,818
PENTIUM -90/256C VLB-PCI USA	238	778	N/A	1,068	1,238	1,258	1,468	1,448	1,658
PENTIUM -75/256C PCI USA	238	558	N/A	848	1,018	1,038	1,248	1,228	1,438
INTEL PENTIUM -90/256C PCI	328	858	N/A	1,148	1,318	1,338	1,548	1,528	1,738
PENTIUM -100/256C VLB PCI	178	868	N/A	1,158	1,328	1,348	1,558	1,538	1,748
PENTIUM -90/256C VLB PCI	178	708	N/A	1,008	1,178	1,198	1,408	1,388	1,598
PENTIUM -90/256C PCI	174	704	N/A	998	1,168	1,188	1,398	1,378	1,588
PENTIUM -75/256C VLB PCI	178	488	N/A	778	948	968	1,178	1,158	1,368
PENTIUM -66/256C VLB PCI	138	428	N/A	718	888	908	1,118	1,098	1,308
PENTIUM -60/256C VLB PCI	138	408	N/A	708	878	898	1,108	1,088	1,298
PENTIUM -60/256C VLB	128	398	N/A	698	868	888	1,098	1,078	1,288
GENOA 486DX2-66/256C VLB	118	228	N/A	518	688	708	918	898	1,108
486DX2-66/256C VLB PCI	138	238	$388	508	858	698	888	888	1,078
486DX2-50/256C VLB PCI	138	218	368	488	638	678	868	868	1,058
486DX4-100/128C VLB	88	264	418	538	688	728	918	918	1,108
486DX2-80/128C VLB	88	194	348	468	618	658	848	848	1,038
486DX2-66C VLB	68	168	318	438	588	628	818	818	1,008
486DX2-50C VLB	68	154	304	428	578	618	808	808	998
IBM 486SLC2-66/64C VLB	N/A	114	268	388	538	578	768	768	958
486DX2-66C ISA	58	158	308	428	578	618	808	808	998
486DX2-50C ISA	58	144	294	418	568	608	798	798	988
486SX-25C ISA	58	118	268	388	538	578	768	768	958
486DLC-40/128C ISA	N/A	98	248	368	518	558	748	748	938
486SLC-33 ISA	N/A	64	218	338	488	528	718	718	908
386DX-40/128C	N/A	88	224	358	508	548	738	738	928
386SX-40	N/A	54	208	328	478	518	708	708	898

* BASIC SYSTEM: Motherboard & CPU, 1MB RAM, IDE with I/O, 1.44MB FDD, Case with Power Supply, and 101 Key Keyboard.

BEST MULTIMEDIA SYSTEMS

- 4MB RAM (**8MB for Pentium Systems**)
- 1.44MB 3.5" Floppy Drive
- VLB IDE controller w/2S/1P/1G
- 420MB Fast IDE Hard Drive
- VLB SVGA Card w/1MB
- Enhanced Case w/Power Supply
- 14" SVGA .28 NI Color Monitor
- Focus 2001 Keyboard
- Double Speed CD-ROM
- 16-Bit Sound Card & Speakers
- Free CD Deluxe Pak (4 Titles)
- Microsoft Compatible Mouse w/Pad
- Microsoft Windows 3.x
- Free DOS 6.x

BEST BUY

486SLC2-66/128K VLB	**$1,058**
486DX2-50/128K VLB	**$1,088**
486DX2-66/128K VLB	**$1,108**
486DX2-80/128K VLB	**$1,128**
486DX4-100/128K VLB	**$1,188**
Pentium-60/256K VLB PCI	**$1,498**
Pentium-66/256K VLB PCI	**$1,518**
Pentium-75/256K VLB PCI	**$1,598**
Pentium-90/256K VLB PCI	**$1,808**
Pentium-100/256K VLB PCI	**$1,968**

UPGRADES

540MB Hard Drive	Add $20
850MB Hard Drive	Add $80
1.2GB Hard Drive	Add $210
15" Non-Interlaced Monitor	Add $80
17" Non-Interlaced Monitor	Add $360
14400 Internal Fax Modem	Add $44

Best Prices in Town!

DELUXE SYSTEMS

386SX-40	$678
386DX-40/128K	718
486SLC-33 ISA	688
486DLC-40/128K VLB	748
IBM 486SLC2-66/64K VLB	748
486DX-33/128K ISA / VLB	764 / 774
486DX2-50/128K ISA / VLB	768 / 778
486DX2-66/128K ISA / VLB	788 / 798
486DX2-80/128K VLB	818
486DX4-100/128K VLB	888
486DX2-50/256K VLB - PCI	838
486DX2-66/256K VLB - PCI	858
Genoa 486DX2-66/256K VLB	838
Pentium P5-60/256K VLB	1,198
Pentium P5-60/256K VLB - PCI	1,208
Pentium P5-66/256K VLB - PCI	1,228
Pentium P5-75/256K VLB - PCI	1,288
Pentium P5-90/256K PCI	1,498
Pentium P5-90/256K VLB - PCI	1,508
Pentium P5-100/256K VLB - PCI	1,658
Pentium P5-75/256K PCI USA	1,348
Pentium P5-90/256K VLB-PCI USA	1,568
Pentium P5-100/256K VLB-PCI USA	1,718
Intel Pentium P5-90/256K PCI	1,658

SYSTEM CONFIGURATION

- Motherboard w/CPU
- 4MB RAM (**8MB for Pentium**)
- 210MB Fast Hard Drive
- 1.44MB 3.5" Floppy Drive
- IDE 2HD/2FD Controller w/2S/1P/1G
- 512KB SVGA Card
- 14" SVGA .28 Non-Interlaced Monitor
- 101-Key Enhanced Keyboard
- Enhanced Case w/Power Supply
- Microsoft Compatible Mouse w/Pad
- Free DOS 6.x

BEST BUY

UPGRADES

Microsoft Windows 3.11	Add $60
420MB Hard Drive	Add $30
540MB Hard Drive	Add $50
850MB Hard Drive	Add $110
1.2GB Hard Drive	Add $240
15" Non-Interlaced Monitor	Add $80
17" Non-Interlaced Monitor	Add $360
VLB IDE Controller	Add $10
16BIT SVGA Card w/1MB	Add $20
Trident / S3 VLB w/1MB	Add $30
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14400 Internal Fax Modem	Add $44
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- **32-BIT VL BUS Windows Accelerator**
- **Large 10.5" Screen (Dual Scan)**
- **1 MB Video Memory**
- **4MB RAM (8MB for Pentium)**
- **340MB Hard Drive**
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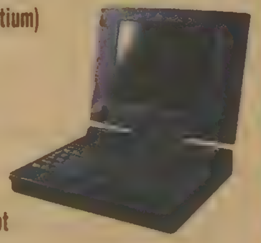
- **Carrying Case**
- **Built-in Sound Card and Speaker**
- **NIMH Battery**
- **One Type III or Two Type II PCMCIA Slot**
- **FREE DOS 6.x**



BEST BUY

Super Sales	VGA Mono	Dual Scan Color	Active Matrix Color
486SX-33	$1,328	$1,768	$2,468
486DX2-50	1,358	1,798	2,498
486DX2-66	1,408	1,848	2,548
486DX4-100	1,498	1,938	2,638
Pentium-75	N/A	2,488	3,188
Pentium-90	N/A	2,748	3,448

UPGRADES

To: 8MB / 16MB / 20MB / 24MB RAM	$Call
To: 510MB Hard Drive	Add 140
NiMH Battery Pak	Add 120
PCMCIA Fax Modem (144/144)	Add 110
Docking Station	Add 420

SUPER GREEN PENTIUM PCI

- INTEL Pentium Processor
- **Made in USA Motherboard**
- **Power Saving Green PC**
- **AMI Flash BIOS**
- **64-Bit Data Bus Memory System**
- **AMP Socket 4 ZIF Socket**
- 8MB High Speed RAM
- TEAC 1.44MB 3.5' Floppy Drive
- PCI or VLB IDE controller w/2S/1P/1G
- ATI WinTurbo 64 PCI or VLB 2MB (VRAM)
- 540MB Fast IDE Hard Drive
- Focus 2001 Keyboard
- 15" SVGA Monitor
- Medium Tower Case w/Power Supply
- Microsof Serial Mouse
- Free DOS 6.x and MS Windows 3.11

BEST BUY

Pentium P5-75/256K	**$1,828**
Pentium P5-90/256K	**$2,028**
Pentium P5-100/256K	**$2,198**

UPGRADES

850MB Hard Drive	Add $60
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Viewsonic 17G Monitor (Green)	Add $420
Viewsonic 20G Monitor	Add $970
28.8 Internal Fax Modem	Add $90

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Orchid Soundwave Sound Card (AT/SCSI)	148 / 168
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Chinon CDS535 (Int.) SCSI	**185**
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Mitsumi FX 400 4-Speed IDE	**178**
NEC 3X (510) Triple Speed SCSI Int.	**188**
NEC 4X (511) 4-Speed SCSI Int.	**288**
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Panasonic 579BP 4-Speed Int.	**178**
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TEAC CD-55A (AT) 4-Speed	**168 (w/Card 178)**
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Toshiba XM-3501BE (SCSI) 4-Speed Ext.	**398**
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Doom	9
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Family Doctor DOS/MAC	14
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Family Fun	8
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King's Quest VI DOS	15
Kodak Photo CD Access	11
Loom From Lucas Film DOS	11
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Mario is Missing/World Atlas 3.2	15
Mavis Teaches Typing MPC	13
Mayo Clinic Family Health	13
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Playing with Language (French)	15
Playing with Language (German)	15
Playing with Language (Japanese)	15
Playing with Language (Spanish)	15
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Secret Weapons/Luftwf DOS	11
Sleeping Beauty	11
So Much Shareware IV DOS	17
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Star Trek: 25th Anniversary	18
Star Wars Chess & MPC	16
Time Table of History DOS	14
Tool Works Reference Library	14
Top 201 Games	9
Travel to Space	8
US Air Power	8
US Aircraft Carrier	8
US Atlas v3.1 MPC	12
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USA Wars: Vietnam DOS/MAC	20
USA Wars: WW II DOS/MAC	20
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1542CFK w/Kit (SCSI)	**226**
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540MB 14MS IDE	**178**
850MB 12MS IDE	**238**
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1.2GB 10MS IDE	**368**
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540MB 12MS SCSI	214
1.0GB 13MS SCSI	**538**
1.8GB 13MS / 2.0GB 13MS SCSI	**798 / 888**
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Mitsumi or Epson 1.2 / 1.44 Floppy Drive	**39 / 28**
TEAC Dual Floppy Drive	83
3.5" DS/HD High Density Diskettes 10 Pack	**4**

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FK9000 Programmable w/Calculator	43
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Mitsumi 101-Key Enhanced	**13**
Maxiswitch 101-Key Enhanced	**19**
Maxipro II Programmable	44
Microsoft Natural Key	**88**
Northgate	
OMNI 101 NI / 102 / Ultra	**62 / 62 / 82**

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387SX-40 (Tube / Box)	23 / 33
387SX-33 (Tube / Box)	**23 / 33**

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Fax Modem 14,400 Internal	**44**
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Fax Modem 28.8 (28.8 Data, 14.4 Fax) Int	**90**
Fax Modem 28.8 (28.8 Data, 14.4 Fax) Ext	126
Fax Modem 28.8 with V.34 Int.	120
Fax Modem 28.8 with V.34 Ext	140
Hayes 14400 Fax Modem Int/Ext	**88 / 108**
PCMCIA Fax Modem (14400) for Notebook	**104**
US Robotics	
Sportster 14400 Fax Modem Internal	**88**
Sportster 14400 Fax Modem External	**108**
Sportster 28.8 Fax Modem Int	**188**
Sportster 28.8 Fax Modem w/V.34 Int	**216**
Sportster 28.8 Fax Modem w/V.34 Ext	**236**

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14" Super VGA 1024•768 28 NI	224
15" Super VGA 1280•1024 .28	**308**
CPS1765GM 17" 1280•1024 27	594
Hitachi CM1586 15" 1024•768 .28	388
MAG	
15F 15" 1280•1024 .28	**336**
17F 17" 1280•1024 .26	**594**
NANAO	
F550IW 17" 1280•1024 .28	**862**
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F560IW 17" 1280•1024 .26 TRIN	1,146
F760IW 21" 1280•1024 .31	1,788
NEC	
3V 15" 1024•768 .28	428
Multisync XE 15	524
Multisync XP 15	644
Multisync XE 17	944
Multisync XP 17	1,184
Multisync XE 21	1,894
Multisync XP 21	2,328
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900S 14" 1024•768 .28	246
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2082DC 20" 1600•1280 .28	1,236
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15SF 15" 1280•1024 .25 Green	**402**
17SF 17" 1280•1024 .25	**822**
20SE1 20" 1600•1200 .30	1,748
VIEWSONIC	
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17E 17" 1280•1024 .28 Green	**662**
17G 17" 1280•1024 .28 Green	**682**
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21PS 21" 1600•1280 .25	1,592

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Mouseman Bus (Original)	**62**
Trackman	72
Scanman 256 Gray Scale	148
Scanman Color	258
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16 BIT Ethernet Cards (Combo)	**26**
16 BIT Ethernet Cards (Pocket for Notebook)	98
3COM	
3C509 ELINK III Coax / 5 pack	102 / 458
3C509 ELINK III TP / 5 pack	76 / 408
3C509 ELINK III Combo / 5 pack	116 / 488
ARCnet	
Bus Topology ISA Card (8 BIT / 16 BIT)	40 / 45
Star Topology ISA Card (8 BIT / 16 BIT)	40 / 45
Hubs and Repeaters	
8-Port 10 Base T HUB (w/BNC)	122
16-Port 10 Base T HUB (w/BNC, AUI)	268

PRINTERS

Brother Laser Printers	
HL-630 / HL-645	394 / 434
HL-655M / HL-660	564 / 664
Citizen	
GSX-190 (9-Pin) / GSX-220 (24-Pin)	**$158 / 166**
GSX-230 / GSX-240 (24-Pin) Quiet	216 / 284
GSX-245 (24-Pin) Wide	348
Color Option for Citizen Printers	48/68
Hewlett-Packard	
HP DeskJet 540 / 560C	284 / 464
HP LaserJet 4 / 4 Plus	1,218 / 1,366
HP LaserJet 4L / 4P	638 / 926
HP LaserJet 1200C / 4MP	1,048 / 1.328
Panasonic	
KX-P1150 (9-Pin)	**130**
KX-P2023 (24-Pin) Quiet	170
KX-P3624 (24-Pin) Wide	398
Color Upgrade Kit KX-PCK11	52

TAPE BACKUP

AIWA 250MB Internal	**$98**
Conner 420MB Internal	**156 (w/tape 164)**
Conner 850MB Internal	**260**
Colorado	
DJ-20 250MB/DJ-35 350MB Internal	**130 / 158**
DJ-25 700MB Interanl	**260**
Tape QIC-80 3M DC2120	**12**
JT-20 Trakker 250MB Ext	**260**
JT-35C Trakker 350MB Ext	314

VGA CARDS

VGA 256K / 512K	$26 / 36
SVGA 1MB 1024•768 16 BIT	**56**
Trident / S3-805 VLB w/1MB	**65 / 65**
Trident PCI w/1MB	**72**
ATI	
Wonder PCI / VLB 1MB DRAM	**94**
Ultra Plus PCI / VLB / ISA 2MB DRAM	158
Ultra Pro PCI 2MB VRAM (Mach 32)	**212**
Ultra Pro VLB 2MB VRAM (Mach 32)	**208**
Ultra Pro EISA 2MB VRAM (Mach 32)	**250**
WinBoost PCI / VLB 1MB DRAM (Mach 64)	**136**
WinBoost PCI / VLB 2MB DRAM (Mach 64)	**175**
WinTurbo 64 PCI / VLB 2MB VRAM (Mach 64)	**254**
WinTurbo 64 PCI / VLB 4MB VRAM (Mach 64)	**442**
Diamond	
Speed Star Pro 1MB ISA	**83**
Speed Star SE PCI / VLB 1MB DRAM	**89**
Speed Star SE PCI / VLB 2MB DRAM	**138**
Stealth 64 PCI/VLB 1MB (DRAM)	112 / 120
Stealth 64 PCI/VLB 2MB (DRAM)	154 / 156
Stealth 64 PCI / VLB 2MB (VRAM)	259
Stealth 64 PCI 4MB (VRAM)	388
Stealth 64 VIB 4MB (VRAM)	396
Viper 2MB VLB	**242**
Viper 2MB PCI	**242**
Genoa 8500 VLB 1MB	85
Orchid	
Fahrenheit 1MB (S3-801) ISA	94
Fahrenheit 64 PCI /VLB 1MB (DRAM)	126
Fahrenheit 64 PCI /VLB 2MB (DRAM)	172
Fahrenheit 64 Pro PCI / VLB 2MB (VRAM)	268
Fahrenheit 64 Pro PCI / VLB 4MB (VRAM)	398
Kelvin EZ PCI / VLB VLB 1MB (DRAM)	**94 / 94**
Kelvin ISA 1MB	116
Kelvin VLB (64-Bit) 1MB / 2MB	**116 / 164**
Kelvin PCI (64-Bit) 1MB / 2MB	**116 / 164**

SALES HOURS: Monday - Friday: 8:30am to 6pm / Saturday: 10am to 4pm
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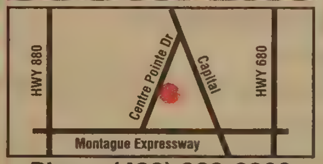

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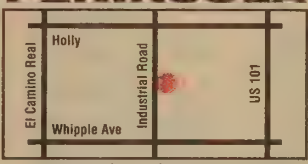

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PREVIEW

DB/EXPO '95

Conference: May 1–5, 1995
Exposition: May 2–4, 1995
Moscone Convention Center
San Francisco

DB/EXPO '95

San Francisco brings together all aspects of database, client/server, and networking in a single IT exposition and conference. With hundreds of exhibits from leading vendors on the exposition floor and over 250 speakers in the four focused, multitrack conferences, DB/EXPO brings you the most comprehensive conference program in the industry.

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For registration and other information, contact Blenheim NDN Inc., (415)966-8440; fax (415)966-8934; Internet *DBEXPOSF@BLEN-USN.MHS.COMPUSERVE.COM*.

• Three-Day Executive Conference

Here, IT executives and managers get the "big picture" by examining the changes taking place today in database, client/server, and networking, and the impact those changes are having on businesses.

For managers and technical staff who are interested in more in-depth information, the program offers both advanced and introductory sessions covering all aspects of database, client/server, and networking in the following three conferences:

• Database and Client/Server Development Conference

Enterprise Computing Track
Client/Server Application Development Track
Client/Server Products and Packages Track
Object-Oriented Development Track
Desktop Database and Multimedia Track
Evolving Database Technologies Track

• Networking and Interoperability Conference

Enterprise Networking and Connectivity Track
Mobile and Wireless Computing Track
Client/Server Systems and Network Management Track

• Data Warehousing and Parallel Computing Conference

Data Warehouse Development Track
Parallel Computing Track
Data Access and Data Mining Track

22 Fast-Track Tutorials

Data Administration in a Client/Server Environment
Larry English, President and Principal, Information Impact International, Inc.
Friday, 1:30 pm–5:00 pm

Testing Client/Server Applications
Steven Jackson, Jackson-Reed, Inc.
Monday, 9:00 am–12:30 pm

Selecting the Right Database Server Product
Rick F. van der Lans, R20/Consultancy BV
Monday, 1:30 pm–5:00 pm

Enterprise Client/Server Performance
Chris Loosley, DataBase Associates International
Tuesday, 2:30 pm–5:30 pm

The Software Works but No One Can Use It!
Ken Schiff, Productivity Through Technology, Inc.
Wednesday, 2:30 pm–5:30 pm

Finkelstein on Client/Server
Richard Finkelstein, President and Founder, Performance Computing
Monday, 9:00 am–5:00 pm

Selection and Customization of Packaged Software
Pieter Mimno, Technology Insight, Inc.
Friday, 9:00 am–12:30 pm

Visual Programming Tools: Which One's for You?
Paul Winsberg, DataBase Associates International
Friday, 1:30 pm–5:00 pm

Business Objects With Object Technology
David Taylor, Enterprise Engines, Inc.
Monday 1:30 pm–5:00 pm

Introducing Objects into the Enterprise
Chris Loosley, DataBase Associates International
Paul Winsberg, DataBase Associates International
Thursday, 2:30 pm–5:30 pm

Data Administration in an Object-Oriented Environment
Larry English, President and Principal, Information Impact International, Inc.
Friday, 9:00 am–12:30 pm

Relational Remodeled
Chris Date, Consultant
Friday, 9:00 am–5:00 pm

Using Message-Oriented Middleware to Develop Mission-Critical Applications
Max Dolgicer, International Systems Group, Inc.
Monday, 9:00 am–5:00 pm

Enterprise Client/Server Networking
Atul Kapoor, Principal, Kaptronix, Inc.
Tuesday, 2:30 pm–5:30 pm

DCE Technical Overview
Peter Houston, Technical Marketing Executive,
Transarc Corporation
Wednesday, 2:30 pm–5:30 pm

Mobile Client/Server Challenges & Solutions
Mark Cummings, CEO, enVia, Inc.
Monday, 9:00 am–12:30 pm

Imaging and Workflow Systems
Herb Edelstein, Euclid Associates
Friday, 9:00 am–12:30 pm

Managing Enterprise Client/Server Systems
Nagraj Alur, DataBase Associates International
Thursday, 2:30 pm–5:30 pm

Keynote Speakers

Colin White
President, DataBase Associates; DB/EXPO Conference Director

Charles B. Wang
Chairman & Chief Executive Officer, Computer Associates

Joseph Guglielmi
Chairman and Chief Executive Officer, Taligent

Steve Mills
General Manager of Software Solutions Division, IBM Corporation

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President and Chief Executive Officer, Oracle Corporation

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Enhanced 101 Keyboard
Mouse/Mouse Pad

486DX2-66	**$950**
486DX4-100	**$1025**

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Desktop Case w/230W	.45
Medium Tower Case w/230W	.55
Full Tower Case w/230W	.75
230W Power Supply	.25
Power Center	.25
IDE HD Removable Kit	.32

HARD DRIVE/FLOPPY DRIVE

420MB IDE	$180
540MB IDE	.199
730MB IDE	.245
1GB IDE	.415

FAX MODEM

14.4 Fax Modem	$55
14.4 Fax Modem w/Voice	.74
14.4 Fax Modem Ext	.79
28.8 Modem/14.4 Fax	.139
28.8 Modem/14.4 Fax Ext	.175

CD-ROM / MULTIMEDIA

16-Bit Sound Card	$50
Creative Labs	
Sound Blaster Pro Value Edition	.72
Sound Blaster Pro 16 MCD	.75
Sound Blaster Pro 16 SCSI II	.108
Discovery CD 16 Upgrade Kit	.278
Edutainment CD 16 Upgrade Kit	.376
Mediavision Jazz 16	.54
Orchid Gamewave Sound Card (AT)	.84
Orchid Soundwave Sound Card (AT/SCSI)	.148/168
Chinon CDS535 (int.) SCSI	.186
Chinon CDX535 (ext.) SCSI	.298
Mitsumi Dual Speed (Bare Drive)	.110
Mitsumi FX 400 4-Speed IDE	.188
NEC 3X (510) Triple Speed SCSI Int	.218
Panasonic CD-562 Dual Speed	.116 w/Card 120
Sony 55E Dual Speed (Bare Drive)	.110
Teac CD-55A (AT) 4-Speed	.188 w/Card 198
Toshiba XM-3501B SCSI 4-Speed Int	.278
Toshiba XM-3501BE SCSI 4-Speed Ext	.398
Trantor SCSI Host w/Driver	.43
Turtle Beach Monte Carlo 16-Bit (AT)	.88
Altek Lansing Speakers	
ACS50/ACS100.1/ACS300.1	.64/96/218
Deluxe Spakers	.6
80 Watt/120 Watt Speakers	.44/56

MONITORS

14" Super VGA 1024x768 .28 NI	$198
15" Super VGA 1280x768 .28	.268
17" Super VGA 1280x768 .28	.544
CTX	
14" Super VGA 1024x768 .28 Int	.210
14" Super VGA 1024x768 .28 NI	.224
CMS1562GM 15" 1280x1024 .28	.302
CPS1765GM 17" 1280x1024 .27	.596
NEC	
3V 15" 1024x768 .28	.444
4FGe 15" 1024x768 .28	.598
Multisync XE 15	.528
Multisync XP 15	.646
Multisync XE 17	.946
Multisync XP 17	.1186
Multisync XE 21	.1896
Multisync XP 21	.2332
SONY	
15SF 15" 1280x1024 .25 Green	.402
17SF 17" 1280x1024 .25	.824
20SE1 20" 1600x1200 .30	.1754
VIEWSONIC	
6E 14" 1024x768 .28 Green	.244
15ES 15" 1024x768 .28	.328
15G 15" 1280x1024 .28 60MHz	.374
15 15" 1280x1024 .27 Green	.402
17 17" 1600x1280 .27 Green	.798
17E 17" 1280x1024 .28 Green	.664
17G 17" 1280x1024 .28 Green	.684
20G 20" 1600x1280 .28	.1228
21PS 21" 1600x1280 .25	.1596

MOUSE / SCANNER

3-Button Microsoft Compatible	.$6
Logitech	
First Mouse	.25
Mouseman Serial	.40
Mouseman Bus	.62
Trackman	.72
Scanman 256 Gray Scale	.148
Scanman Color	.258
Microsoft	
Microsoft Mouse Serial w/system	.20
Microsoft Bus w/system	.54

NETWORK PRODUCTS

16 Bit Ethernet Cards Coax	$24
16 Bit Ethernet Cards 10 Base-T	.28
16 Bit Ethernet Cards Combo	.28
16 Bit Ethernet Cards (Pocket for Notebook)	.98
3COM	
3C509 ELINK III Coax/5 Pack	.104/458
3C509 ELINK III TP/5 Pack	.104/408
3C509 ELINK III Combo/5 Pack	.118/488
ARCnet	
Bus Topology ISA Card 8 bit/16 bit	.40/45
Star Topology ISA Card 8 bit/16 bit	.40/45
Hubs and Repeaters	
8-Port 10 Base T HUB w/BNC	.122
16-Port 10 Base T HUB w/BNC, AUI	.268

PRINTERS

Brother Laser Printers	
HP-630/HL-645	$398/438
HL-655M/HL-660	.568/688
Citizen	
GSX-190 9-Pin/GSX-220 24-Pin	.158/166
GSX-230/GSX-240 24-Pin Quite	.216/284
GSX-245 24-Pin Wide	.348
Color Option for Citixen Printers	48/68
Hewlett Packard	
DeskJet 540/560C	.288/468
LaserJet 4/4 Plus	.1218/1368
LaserJet 4L/4P	.638/928
LaserJet 1200C/4MP	.1278/1328
Panasonic	
KX-P1150 (9-pin)	.134
KX-P2023 (24-Pin) Quiet	.180
KX-P3624 (24-Pin) Wide	.398
Color Upgrade Kit KX-PCK11	.52

TAPE BACKUPS

Conner	
250MB Int	$126 (w/Tape $136)
420MB Int	.168 (w/Tape 179)
Colorado	
DJ-20 250MB (OEM/ORIG)	.142/144
DJ-35 350MB	.164
Tape QIC-80 #M DC2120	.12
JT-20 Trakker 250MB Ext	.276
JT-35C Trakker 350MB Ext	.316

VGA CARDS

VGA 256K/512K	$26/36
SVGA 1MB 1024x768, 16 Bit	.56
Trident /s3-805 VLB w/1MB	.66/66
Trident PCI w/1MB	.76
ATI	
Wonder PCI/VLB 1MB DRAM	.94
Ultra Plus PCI/VLB/ISA 2MB DRAM	.158
Ultra Pro PCI 2MB VRAM, Mach 32	.212
Ultra Pro VLB 2MB VRAM, Mach 32	.208
Ultra Pro EISA 2MB VRAM, Mach 32	.250
WinBoost PCI/VLB 1MB DRAM, Mach 64	.138
WinBoost PCI/VLB 2MB DRAM, Mach 64	.178
WinTurbo 64 PCI/VLB 2MB VRAM, Mach 64	.254
WinTurbo 64 PCI/VLB 4MB VRAM, Mach 64	.444
Diamond	
Speed Star Pro 1MB ISA	.84
Speed Star SE PCI/VLB 11MB DRAM	.90
Speed Star SE PCI/VLB 2MB DRAM	.138
Stealth 24 VLB 1MB	.114
Stealth 64 PCI/VLB 1MB DRAM	.116/122
Stealth 64 PCI/VLB 2MB DRAM	.156/162
Stealth 64 PCI 4MB VRAM	.388
Stealth 64 VLB 4MB VRAM	.398
Viper 2MB VLB	.244
Viper 2MB PCI	.244
Genoa	
8500 VLB 1MB	.85
Orchid	
Fahrenheit 1MB ISA	.98
Fahrenheit 64 PCI/VLB 1MB DRAM	.128
Fahrenheit 64 PCI/VLB 2MB DRAM	.174
Fahrenheit 64 Pro PCI/VLB 2MB DRAM	.270
Fahrenheit 64 Pro PCI/VLB 4MB VRAM	.400
Kelvin EZ PCI/VLB 1MB DRAM	.94/94
Kelvin ISA 1MB	.126
Kelvin VLB 64-Bit, 1MB/2MB	.118/166
Kelvin PCI 64-Bit, 1MB/2MB	.118/166

CONTROLLERS

I/O 2S/1P/1G	$10
IDE 2FD/2HD W/2S/1P/1G	.10
PCI IDE WI/O	.34
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Enhanced I/O, 2S/1P, w/16550 UART Chip	.24
IDE I/O, 2S/1P w/16550 UART Chip	.24
VLB IDE I/O, 2S/1P w/16550 UART Chip	.34
Adaptec	
1522/1542CP SCSI	.69/164
1542CFK w/Kit SCSI	.226
2742T EISA Twin SCSI	.228
2842 VLB SCSI	.198
2940 PCI	.194
2940W, wide SCSI	.260
Bus Logic 445S VLM SCSI	.194
DTC 2290 EISA IDE	.108
DTC 2280 ISA IDE	.14
DTC 2278 VLB IDE	.20
Promise DC-200 IDE Cache Controller	.84
Promise DC-4200 VLB w/512K Cache	.96
Promise DC-2300 Plus VLB IDE Fast I/O	.50
Promise DC-4030 VLB IDE Cache Controller	.96
Promise DC-5030 PCI IDE 0-166NB Cache	.132

KEYBOARDS

101 Enhanced Keyboard	$13
Focus	
101-Key Click	.30
101 w/Calculator	.33
101 Programmable	.45
Keytronics 101-Enhanced	.22
Mitsumi 101-Enhanced	.13
Maxiswitch 101-Enhanced	.20
Maxipro II Programmable	.44
Microsoft Natural Key	.98
Northgate OMNI 101 NI/102/Ultra	.63/63/82

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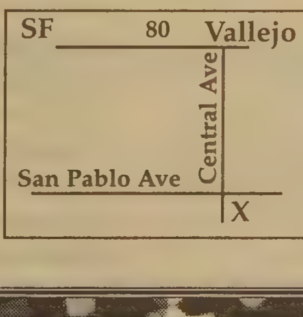

Data Warehouse: Information for the '90s
Bill Inmon, Executive Vice President Technology, Prism Solutions
Monday, 9:00 am–5:00 pm

Data Warehousing Requirements and Products
Dr. Richard Hackathorn, President and Founder,
Bolder Technology
Colin White, DataBase Associates International
Tuesday, 2:30 pm–5:30 pm

Designing a Data Warehouse
Claudia Imhoff, President, Intelligent Solutions, Inc.
Wednesday, 2:30 pm–5:30 pm

Planning a Data Warehouse Project
Michael Haisten, President, VITAL Technologies
Friday, 9:00 am–12:30 pm

Exhibitor List (As of 2/10/95)

1995 Developer Competition Winners	640
ACI US, Inc	1628
ACM	1670
AcuCOBOL	1645
Advanced System Technology	638
Advisor Publications	1462
Amdahl Corporation	776
AMS Training	209
Andersen Consulting	1244
Andyne Computing	578
Arbor Software Corporation	327
ASC (About Software Corp.)	686
Asymetrix Corporation	1905
AT&T Global Information Solutions	758
Attachmate	1178
Blyth Software	678
BMC Software	332
Bradmark Technologies	1458
Brio Technology	676
Brownstone Solutions	182
BTrieve Technologies	352
Bull/HN	884
Business Objects	568
Cadre Technology	488
Candle Corporation	410
CBT Systems	628
Client Server Computing	165
Cognos	1368
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Computerworld	1184
Compuware Client/Server Systems Group	1544
Comshare	228
Concentric Data Systems	1915
Cross Access	422
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Data Access	240
Data Based Advisor	1462
Data Management Review	1913
Database Associates	1672
Database Programming & Design	276
Database Solutions Company	1903
Datamation	151
Datapro	1573
Datatools	169
DB-Tech Computers	576
DBMS Magazine	276
DBStar	182
Dharma Systems	627
Droege Computers	640
Dynasty Technologies	222
Empress Software	1562
Eventus	117
Evolutionary Technology	1668
Filetek	1084
Four Seasons Software	1348
Fujitsu Open Systems Solutions	450
Gupta Corporation	844
Hewlett-Packard	182
Human Factors	219
IBM	544
Imperial Technology	131
Independence Technologies	416
Information Builders	752
Informix Software	556
Infoworks	1486
Infoworld	1184
Intersolve	338
IQ Software Corporation	362
IRI Software	221
Isis Distributed Systems	444
John Wiley & Sons	1911
Jumpstart Systems	1658
JYACC	1162
Kenan Technologies	1651
LAN Magazine	276
LBMS	324
Logic Works	344
Lotus Development Corporation	1076
Magic Software Enterprises	1278
Maspar	478
Mercury Interactive	258
Micro Database Systems	382
Micro Decisionware	1362
Microsoft Corporation	768
Microstrategy	1907
MicroTimes	137
MITI	216
Morgan Kaufmann Publishers	455
Motorola	858
NCube	536
Network World	1184
Neuron Data	468
Novell	316
Object Design	456
Open Data Corporation	1909
Open Environment	234
Oracle	1052
Oracle Magazine	1901
Pageahead Software	158
Paradox Informant	262
Parc Place Systems	440
PCAI	636
Peer Logic	1574
Pick Systems	310
Pilot Software	134
Platinum Technology	744
Poet Software	510
Popkin Software	522
Powersoft Corporation	528
Praxis	378
Prism Solutions	668
Proforma	147
Progress Software	1262
Protoview	622
Raima Corporation	143
Red Herring	1917
Relational Courseware	632
Remedy	1480
Revelation Technologies	451
Rogue Ware Software	215
Ross Systems	584
Sapiens	482
SAS Institute	1568
SBT Corporation	162
SCO World	1643
SDP Technology	144
Sequiter Software	356
Servio Corporation	1354
Software AG of North America	1378
Software Magazine	165
Solomon Software	1912
Spectra Logic	211
SQL Realisations	1656
Stanford Technology Group	182
Sterling Software	1552
Superbase	786
Sybase	868
Symantec	276
Synon	1344
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Thomson Software Products	1144
Tom Sawyer Software	630
Topspeed	142
Transarc Corporation	434
Trinsic Corporation	144
Unidata	249
UniSQL	1558
Unisys Corporation	1044
Unitrac	2021
Versant Object Technology	1452
Via Graphix	139
VMark Software	368
Wall Data	210
Watcom	328
White Cross Systems	244
Wizsoft	1660
XDB Systems	1567
XVT Software	302
Zitel	128

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IBM 486 Blue Lightning 75MHz, Pentium Upgradable w/256K Cache	$209
IBM 486 Blue Lightning 80MHz	$229
Cyrix 486DX2-66MHz w/256K Cache	$209
AMD 486DX4-100MHz w/256K Cache	$299

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Mitsumi 101 Enhanced Keyboard	$15
Focus 2001 Keyboard	$35
Focus 7000	$35
Focus 8000	$35
Focus 9000	$50
Kid FunTouch 102 Keyboard	$49
Kid CoolTouch 102 Keyboard	$49
Keytronic 101 Keyboard	$25

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SIIG 28,800 Fax/Modem Internal v.34	$129
US Robotics 28800/28800 Fax/Modem	$225

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Adaptec 1542 (OEM)	$170
Adaptec 2842	$239
Promise 2300 Enhanced IDE	$59
Holtek Enhanced IDE	$25
SIIG Dual IDE VLB (Enhanced IDE)	$55
SIIG SCSI PRO (16 bit)	$69
SIIG SCSI PRO VL (32 bit)	$99

16 BIT SOUND CARD

Sound Blaster 16 Basic (OEM)	$69
Sound Blaster 16 MCD (OEM)	$75
Sound Blaster 16 SCSI-II (OEM)	$109

CD TITLES

T.J. Finds a Friend	$9
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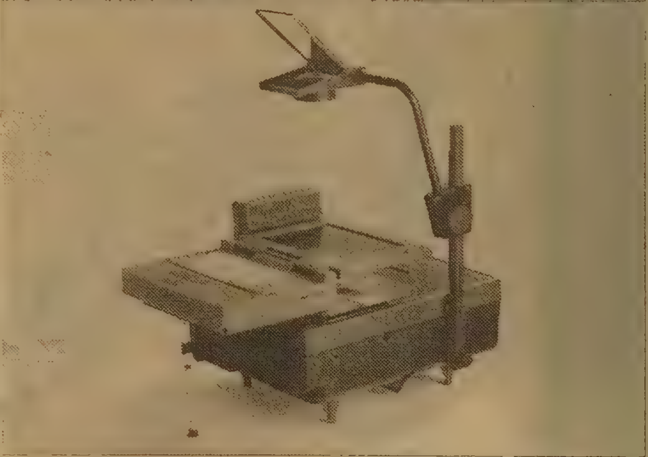

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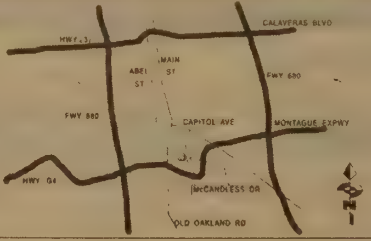

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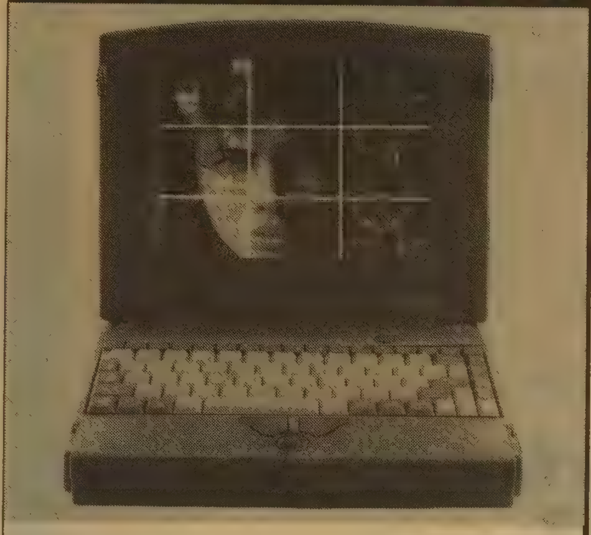

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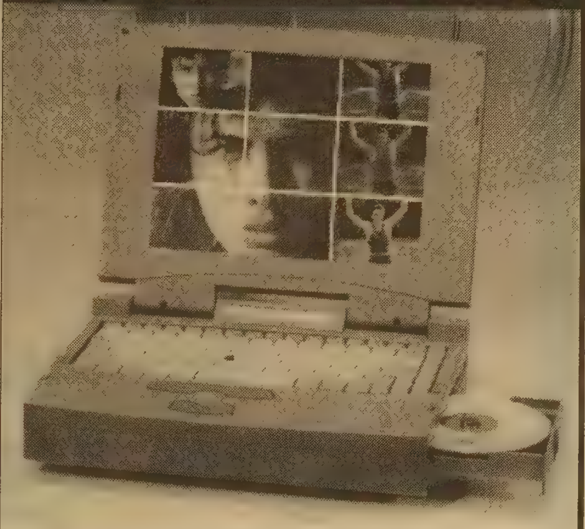

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Is The Internet Mostly Big Companies?

We've heard many people speculate about the size of the Internet like this: "My company has thousands of hosts on the Internet, and I know about three others that also have thousands of hosts, so the whole Internet must be huge!"

The problem with this kind of speculation is that it assumes that all organizations on the Internet have large numbers of hosts, like those few examples.

We prefer to get real data than to speculate. Readers of this column know about the Second TIC/MIDS Internet Demographic Survey of October 1994, in which we sent survey questionnaires to an effective universe of 13,302 organizations on the Internet (companies, universities, government agencies, individuals, etc.) and got 1,468 usable responses back. In a previous column we've looked at our estimates of the total size of the Consumer Internet and of the Core Internet.
Here are those estimates, once again:

* For the Core Internet, we estimate 7.8 million users (people) of 2.5 million computers that can *provide* interactive services such as TELNET (remote login), FTP (file transfer) or WWW (hypertext), as of October 1994.

*For the Consumer Internet, we estimate 13.5 million users of 3.5 million computers that can *use* the interactive services supplied by the core Internet, for example, people who can use Mosaic or Lynx to browse the World Wide Web, as of October 1994.

This time let's look at the size distribution of the Consumer Internet. We'll look at the raw survey data, i.e., excluding AOL, BIX, and Delphi, which are the few large centralized conferencing systems that we included in the total Consumer Internet estimate (we didn't include CompuServe or Prodigy or any of the other large centralized systems in either of the above estimates).

In other words, do all the organizations on the Internet have many hosts?

Smaller Numbers

The average number of hosts per organization as shown by the survey is 279, not thousands. That's not even the whole story, because the median is much lower: 40. This means that a few big organizations have many more hosts than the mean, but a typical organization has many fewer than the mean. Plus there are far more typical small organizations than there are big ones. And in fact, the most commonly reported number of hosts per organization is 1 (one).

Looking at these results another way, by lumping together the results in intervals of 1-10 hosts, 10-100 hosts, 100-1000 hosts, etc., we find the proportions in **Figure 1:**

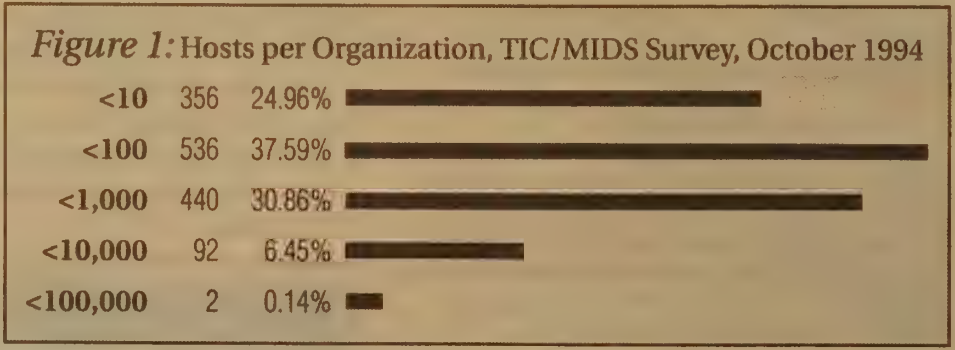
Figure 1: Hosts per Organization, TIC/MIDS Survey, October 1994

A quarter of all the organizations answering the survey have less than 10 hosts, more than a third have 10 to 100 hosts, and thus well over half of all organizations reporting have less than 100 hosts. Less than seven percent had 1,000 or more hosts.

So, the simple answer to the question, "Do all the organizations on the Internet have many hosts?" is: No.

Commercial Vs. Educational Sites

Well, maybe this is because of all the educational organizations in there diluting the numbers, or maybe it's personal domains, or something. Let's look at organizations in the COM and EDU domains separately. Those two domains are primarily in the United States, so we don't get a worldwide sample that way, but we are pretty sure that organizations in them are commercial and educational, respectively.

Table 1 shows important measures of the whole set of responses, and the COM and EDU responses. The mean and median for COM are smaller than for all the responses; the mode (the most commonly reported number of hosts) is the same. But the mean, median, and mode for EDU are all larger. The average EDU organization would appear to be 3 times larger than the overall average, and 8 times larger than the COM average. This isn't surprising: universities tend to have many students, some universities are very large, and large universities are more likely to be thoroughly connected to the Internet than are large companies.

Table 1: Second TIC/MIDS Internet Demographic Survey, October 1994

	estimate	ave	rms	median	mode
all	3,609,943	279	862	40	1
com	338,140	104	435	15	1
edu	997,785	867	1891	200	300

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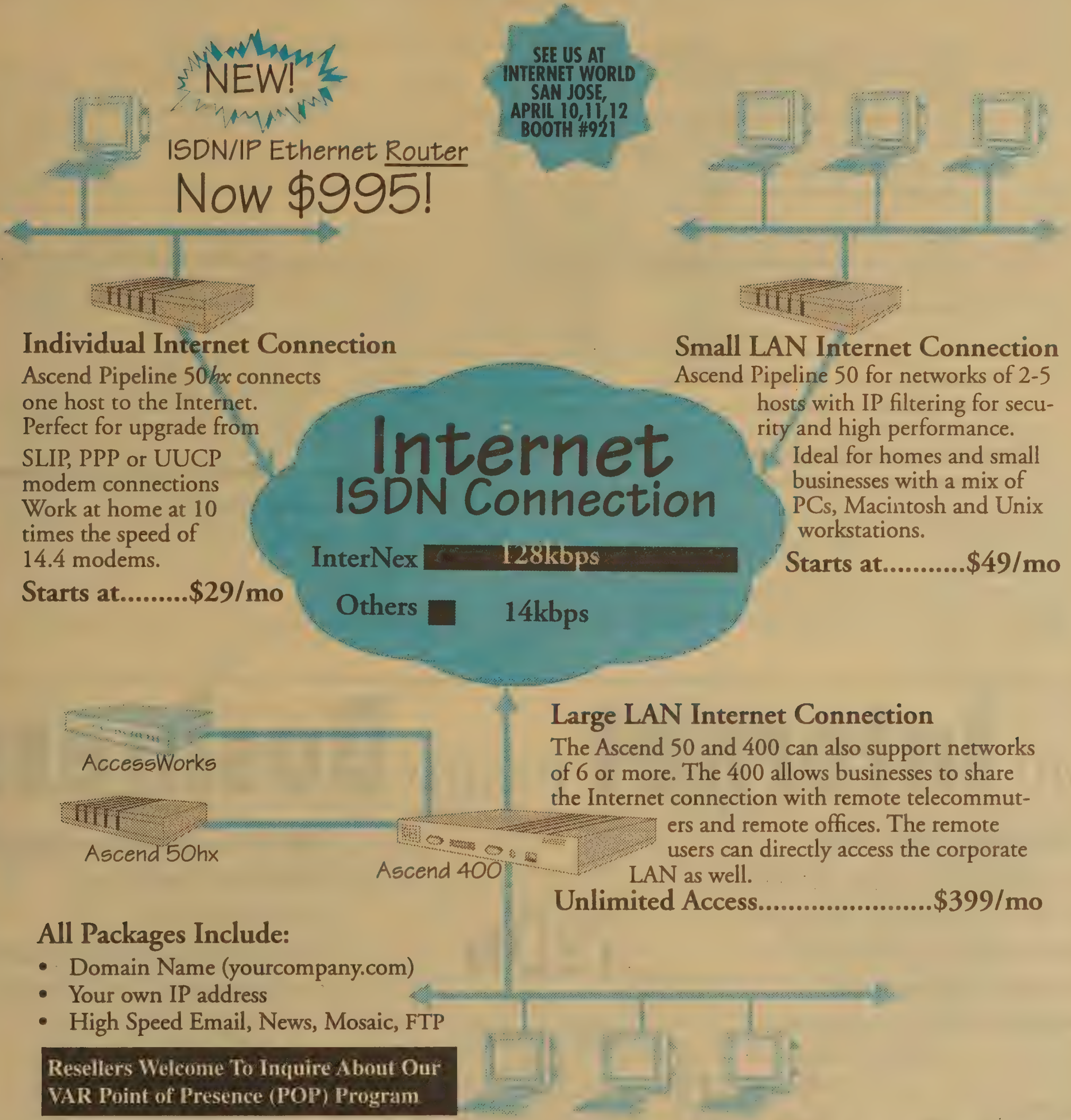

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The rms column in the table is the root mean square, or standard deviation, for our statistical readers.

Well, maybe these numbers are just artifacts of the survey; maybe there really are lots of big companies on the Internet, but they just didn't answer the survey!

Network Wizards Survey

Let's look at a different source of information for approximately the same time. Mark Lottor and Network Wizards survey DNS domains with IP addresses approximately every three months by using the Internet itself to ask Domain Name Servers for information. This is quite a different technique of surveying, so it should be relatively independent.

Table 2 summarizes the Network Wizards survey. To make the comparison as direct as possible, we have sifted out the same kinds of domains we omitted from the TIC/MIDS survey, that is, everything under MIL, GW.AU, and a few other peculiar domains.

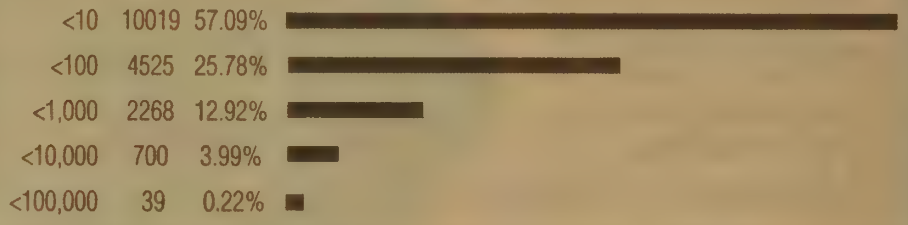
Comparing Table 2 to Table 1, we find some interesting points of agreement. The total host estimates are so similar as to be astonishing. The EDU host estimates are also very similar.

Interestingly enough, the means overall and for EDU are actually lower in the NW survey, which means that Network Wizards finds more small organizations than reported in the TIC/MIDS survey. This fits with the overall distribution shown in Figure 2. NW must have found a few very large educational organizations, though, to get that huge median, and in fact they did find exactly one that was larger than any that responded to the TIC/MIDS survey. (We can't tell you which organization, since we promised anonymity.)

Table 2: Network Wizards Internet Domain Survey, October 1994

	estimate	ave	rms	median	mode
all	3,608,324	206	1350	34	1
com	868,296	132	1581	1	1
edu	987,476	737	2360	10464	1

Figure 2: Hosts per Organization, Network Wizards Survey, October 1994



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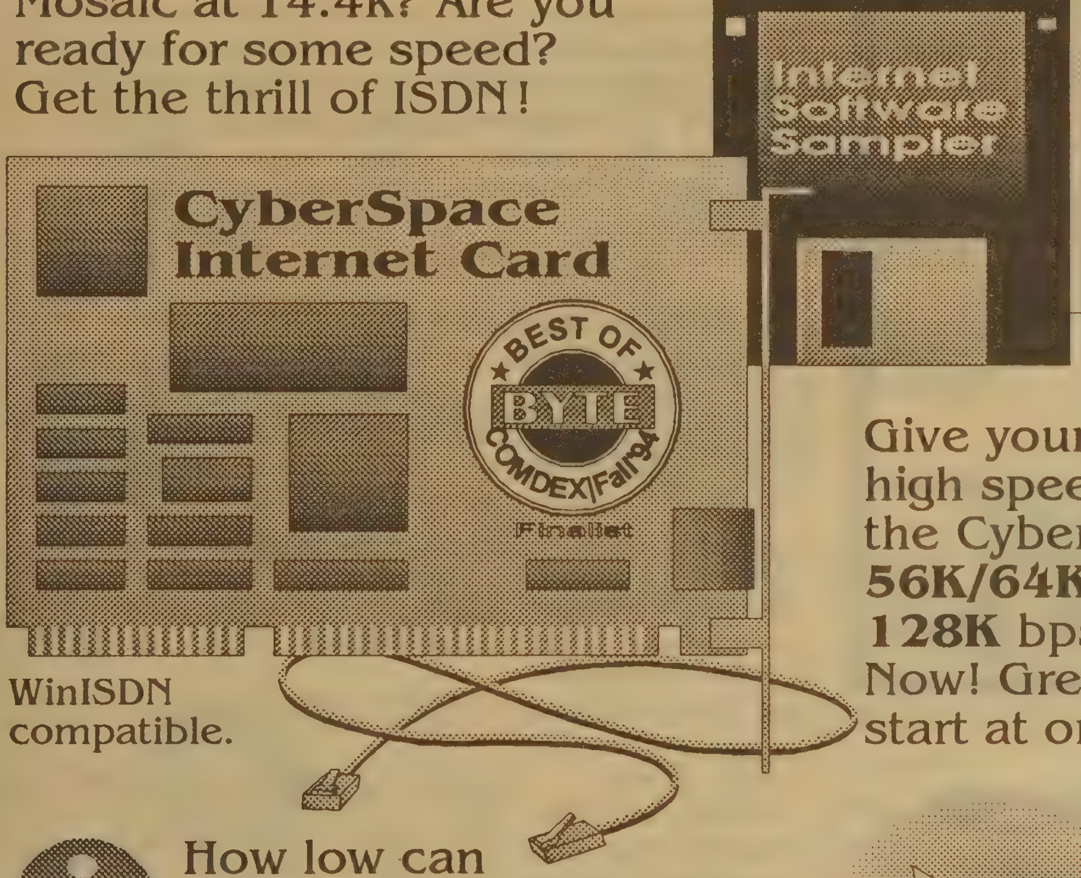
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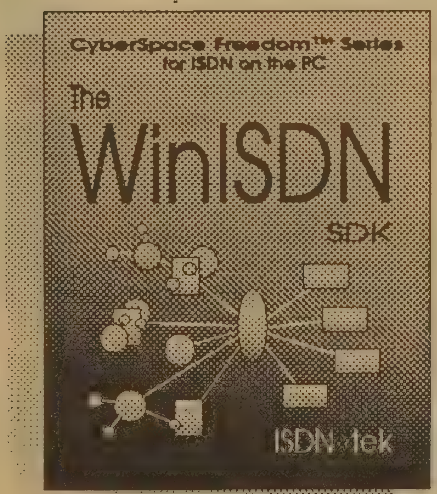
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Conversely, the COM part of the NW survey is larger, and the average is higher. This means that NW found more large organizations in COM than reported in the TIC/MIDS survey, and looking at the data, that is in fact the case.

Nonetheless, of the three categories shown in the tables (all, COM, and EDU), the means differ the least for COM between the NW and TIC/MIDS surveys, and the NW median is actually smaller. In other words, the NW survey also found a large number of smaller organizations.

Where did all these organizations in the NW survey come from? Well, several of the largest ones only registered domains shortly before October 1994, and thus were not included in the TIC/MIDS survey list. The others simply didn't respond.

What Does This Mean?

We could go farther in this examination (and we will, elsewhere) and note that the TIC/MIDS survey showed far more pingable hosts on the Core Internet than the NW survey, which would lead to the interesting question of how many of the domains with IP addresses reported in the general NW survey are actually in use. This is especially interesting to examine considering that the TIC/MIDS survey appears to have seen through firewalls in many cases, to hosts reported as being able to connect out that are not visible from the outside at all.

To put it another way, just because the two surveys differ in their host estimates for COM organizations doesn't mean that the one that produced the larger estimate is necessarily more accurate. But let's leave that for another month.

The point remains that even using data from either of the two surveys we've examined in this column, the number of hosts per organization on the Internet is hundreds, not thousands, and for COM the average is little over 100. So a few large commercial organizations can affect the host counts, but there aren't enough such organizations to produce a large perturbation in the total host counts.

> In general, *the larger* the commercial organization, *the fewer* users per host. In other words, people in large organizations are more likely to have PCs or workstations than to use timesharing systems.

How does all this affect estimates for the number of users on the Internet? Well, that's another story. The NW numbers will be of no direct use in answering that question, since Network Wizards prudently does not attempt to estimate users. We can say from examination of the TIC/MIDS data, however, that in general, the larger the commercial organization, the fewer users per host. In other words, people in large organizations are more likely to have PCs or workstations than to use timesharing systems. Some very large organizations even have more than one host per person.

So the organizations with the most hosts will affect total user estimates less than medium sized organizations. But let's leave user estimates to another month.■

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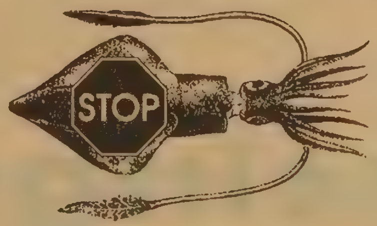

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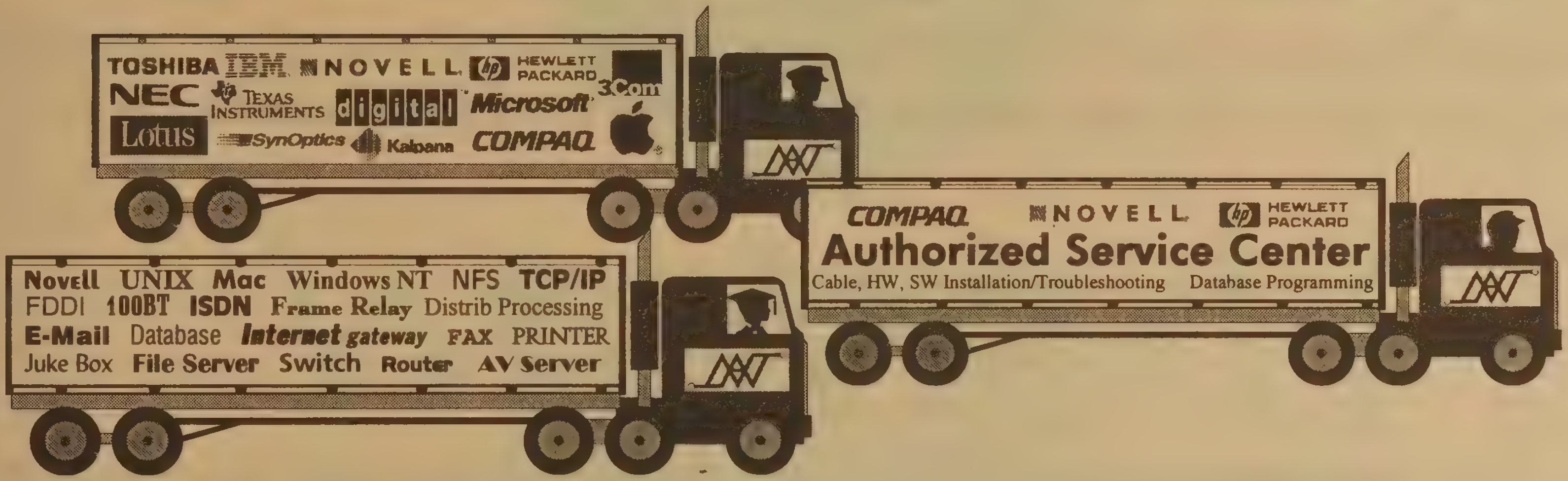
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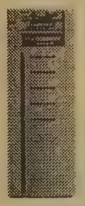

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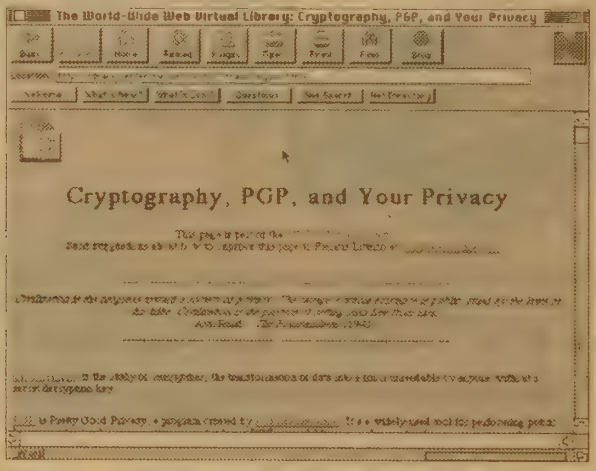
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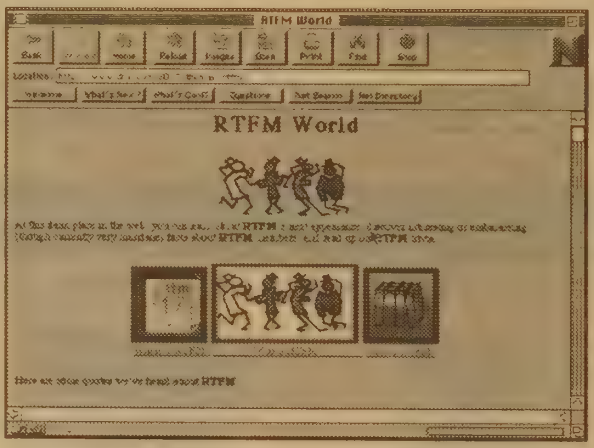
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http://www-leland.stanford.edu/group/bgsa/bdpa/bdpa.html National network of DP professionals, educators, students, and vendor reps. [Exp. #140.]

Bob Bickford's Home Page
http://www.well.com/Community/rab/index.html The still-evolving home page of Bob Bickford, Professional Wild-Eyed Visionary. [Exp. #138.]

BookNet
http://www.armory.com/~timeline/SCbooks.html Santa Cruz County bookstore catalog. [Exp. #140.]

The California Libertarian Party
http://www.lp.org/lp/ca/lpc.html [Exp. #138.]

Career Taxi
http://www.iquest.net/Career_Taxi/taxi.html A forum for the hottest companies to present their home pages and their employment opportunities. [Exp. #139.]

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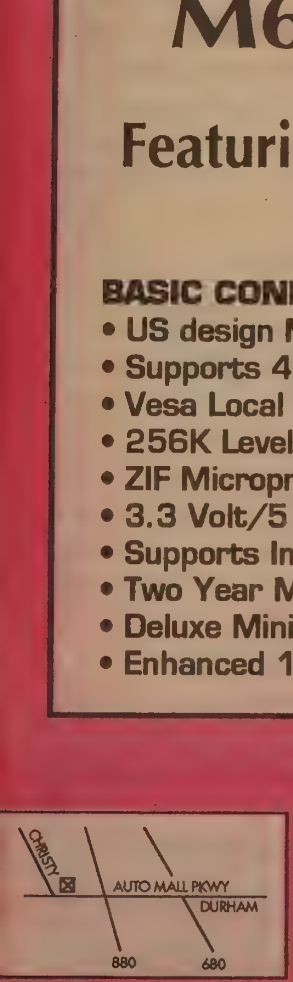

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continued on page 142

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Free 14.4 FAX/MODEM
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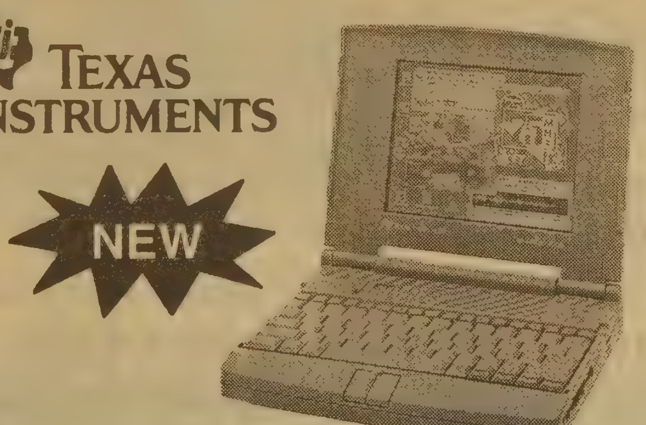

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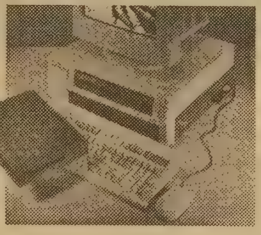

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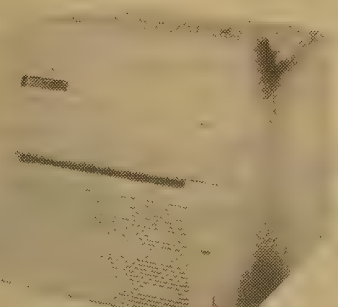

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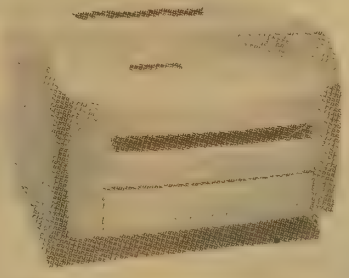

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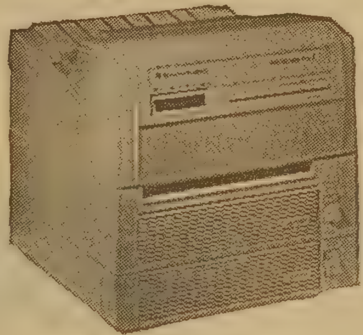

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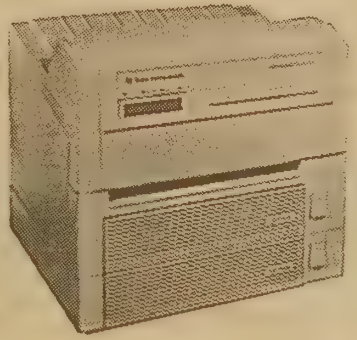

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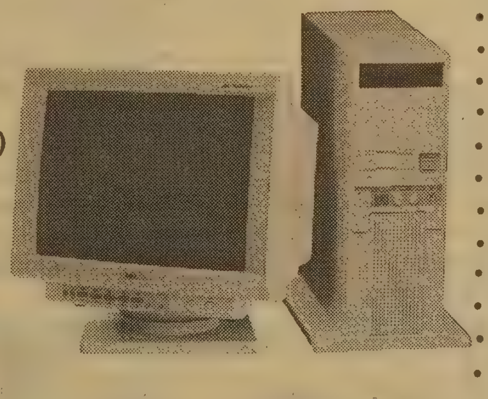

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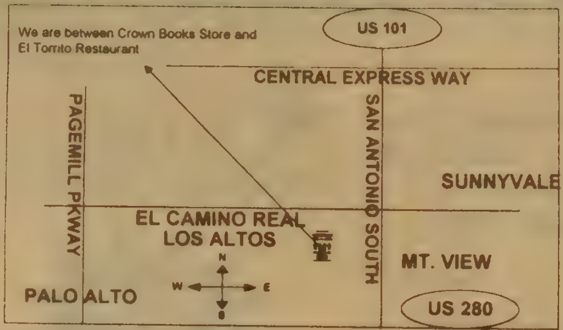

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BY BRUCE KOBALL

Security On The Internet

A Cautionary Tale

The recent arrest of fugitive computer hacker Kevin Mitnick made headline news, but it is important to look at the story behind the story. Mitnick stands accused of using the global complex of computer networks known as the Internet, as well as public telephone and cell phone networks, to break into numerous academic and commercial computer systems and illegally copy large amounts of sensitive information, including proprietary data from large corporations, credit card numbers, and individuals' personal files.

This case has generated a remarkable amount of media attention. I speak here from personal experience. Although I only played a small role in this drama, I've been besieged by journalists seeking a good story.

> The greatest irony in this case is that, while the government is spending its time and resources pursuing Mitnick and his ilk, it is also actively suppressing the technology that could have made his forays much more difficult or even impossible.

Strange Files

My involvement began on January 27 of this year when I logged onto The WELL, a computer conferencing system in Sausalito. Among the day's email was a note from The WELL's conferencing manager asking about an unusually large amount of storage (over 150MB) in an account that The WELL had provided in support of the Computers, Freedom, and Privacy (CFP) Conference, an annual public policy event that I help organize. The WELL's technical staff had apparently been running a diagnostic looking for disk hogs.

I checked the account and verified that none of the files seemed to belong to CFP. Obviously an intruder had somehow gained unauthorized access.

Some of the mysterious files contained email, so I scanned them in an attempt to identify their owner. All of it was addressed to a single individual. I didn't recognize the address until later that evening when the January 28 issue of the *New York Times* landed on my doorstep.

On the front page of the business section was an article by *NYT* reporter John Markoff, detailing the computer breakin that Tsutomu Shimomura, a computational physicist and computer security expert at the San Diego Supercomputer Center, had suffered over Christmas, including the fact that a large number of very sensitive files had been stolen. I realized that the files I had found were probably his.

Well, the alarm bells went off, and I immediately contacted The WELL with the bad news. I also contacted Markoff, whom I've known for some years, and talking to him off the record, I described the situation. He put me in touch with Shimomura and in the quick discussions that followed, we positively identified the files in the CFP account as those stolen from his system.

This discovery proved to be the intruder's downfall. For the next two weeks Shimomura, who was already on a crusade to catch the intruder, worked closely with consultants, volunteers, and The WELL's technical staff on an electronic manhunt that stretched across cyberspace as well as across the country to help law enforcement nab the suspect.

It's not difficult to see the appeal of this story. It has all the elements of a high-tech suspense novel and it reads like a movie script. Indeed, reports of book and movie deals have already surfaced. But to focus entirely on the drama of cyber-sleuth versus cyber-thief is to miss some interesting ironies and ultimately the most important implications of these events.

One amusing irony was the intruder's choice of the CFP computer account as a cache for his plunder. It was at last year's CFP conference in Chicago that the FBI detained a conference attendee because he reportedly bore a resemblance to Mitnick, who was then wanted for parole violation. Another was that several years ago, Markoff and Katie Hafner coauthored the book *Cyberpunk*, detailing Mitnick's early exploits in computer crime.

Crime And Privacy

A more important connection, though, has to do with the purpose of the CFP conference itself. Created in part because of concerns about computer crime and the proper response of law enforcement to it, the CFP conference regularly assembles computer security experts, legal scholars, law enforcement officials, and computer users to discuss these issues, and has resulted in a better understanding by all the parties of each other's concerns.

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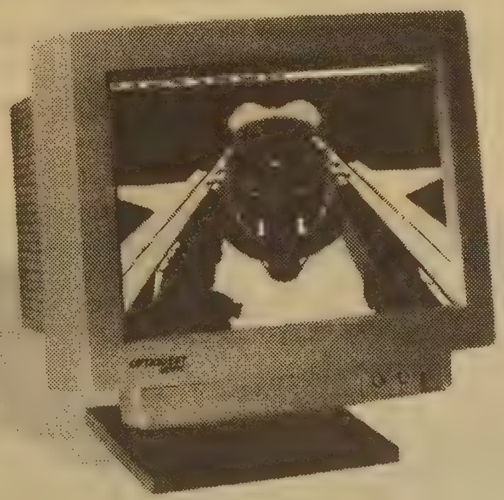

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Security On The Internet *continued...*

ic mail contained in the computers of systems such as The WELL when those same computers may also contain evidence of a crime. It wasn't long ago that some law enforcement agencies would simply have seized the entire computer or at least its contents as evidence, compromising the privacy of the system's users in the process and effectively shutting down the system. Indeed, this has happened in past cases.

Such inappropriate action did not occur in this case, however, because the law enforcement folks involved now understand networks and email, and the laws governing them. At the insistence of The WELL's management, search warrants were issued for only those files directly related to the case; thus no user's privacy was violated by unnecessary government intrusion. (In another small irony, Kent Walker, the Assistant United States Attorney in San Francisco who became the lead federal official in this case, is also one of the CFP organizers this year.)

Issues And Implications

The electronic pursuit of the intruder raised other interesting issues. After I discovered the stolen files on The WELL, it soon became clear that the intruder had "hacked root," a technical term indicating that he had illicitly gained complete control of The WELL's computers. This meant that the intruder could read or modify any information on the system, invading the privacy of its users and generally wreaking havoc, should he choose to do so.

It also became apparent that the intruder had probably made similar attacks on other computers across the country, using the Internet and the public telephone system. Potentially, this intruder was a threat to a much larger community of computer users than just those on The WELL.

So The WELL's management faced a difficult decision—should it quietly patch up the hole through which the intruder had entered and hope that he hadn't left others hidden in the mass of computer code that runs such systems? Or should it allow the invasion to continue in an attempt to track the intruder, possibly incurring his wrath and risking the privacy and security of The WELL's subscribers? Computer system administrators often take the former path because they fear alarming their users and inviting copycat attacks.

After much agonized debate, The WELL's management decided on the latter path, but with painstaking surveillance of the intruder's every online move. Should he do anything that directly threatened The WELL's users, the plug would be pulled immediately. Indeed, as law enforcement officials were closing in on Mitnick a continent away, the intruder's probably accidental deletion of a small amount of some accounting data prompted the watchers at The WELL to do just that. Within a few hours, however, Mitnick was in custody in North Carolina, and the tense vigil in California came to an end.

The decision by The WELL's management to take the proactive path might be compared to community residents forming

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No Guarantees

Unfortunately, the arrest of Mitnick is no guarantee that all is now well in cyberspace, and this leads us to what is perhaps the most important issue underlying this case: the security of computer and telephone networks.

The intruder's attack on the WELL and other computer systems on the Internet required only a modicum of skill to execute. The techniques that were used to break into these systems are well known to computer security experts and anyone else with an interest in such things. It's a good bet that there are others with the skills and knowledge required to repeat this mischief.

The simple fact is that the open nature of the computer technology that has fostered the remarkable growth of the Internet also makes it vulnerable. When everyone knows how the technology works, it's easy to use and to build upon, and it's also easy to subvert. Openness is a double-edged sword.

But keeping the inner workings of the technology secret—security through obscurity—is not the answer. Secrecy tends to impede technological development, and in the long run it simply doesn't work. Secrets never remain so for long, and again, Mitnick helps prove the point. His ability to manipulate the public telephone system has been well documented, despite the fact that telephone companies don't widely disseminate their sensitive technical information.

The inescapable conclusion is that all of these networks—computer, telephone, cell phone, all of them—are fundamentally insecure and unsecurable. Unsecurable, that is, unless we consider something called cryptography.

Cryptography And Data Security

Literally "the science of secret writing," cryptography can be used to "scramble" information—the text of an electronic mail message or the voices of a phone conversation—so that only the intended recipient can understand it.

Once strictly the province of spies, government security agencies, and the military, cryptography has seen increasing use in sensitive commercial applications such as electronic funds transfer in banking. Recent theoretical developments in the field have yielded cryptographic codes that are, for all practical purposes, unbreakable. And because information moves across computer and telephone networks digitally—in the form of numbers—the numerical techniques of cryptography mesh nicely with the information it protects.

The greatest irony in this case is that, while the government is spending its time and resources pursuing Mitnick and his ilk, it is also actively suppressing the technology that could have made his forays much more difficult or even impossible. While government sings the praises of the nation-

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al and global information infrastructure, and its potential to drive our economy well into the next century, it discourages commercial development of the only technology that can guarantee the security essential for the growth of commerce on the Net.

And why is our government doing this? Because it is afraid that the widespread use of unbreakable cryptography would eliminate its ability to listen to our phone conversations or read our electronic mail, even in the face of a compelling need to do so.

How is our government doing this? Primarily through the International Traffic in Arms (ITAR) regulations which classify cryptographic technologies as "munitions"—like hand grenades or machine guns—and place strict controls on their export, effectively discouraging the development of commercial products using secure cryptography.

Standardized cryptographic capabilities built into our computer and telephone networks could eliminate many of their security problems; but at what cost? Government spokespeople often cite hypothetical examples of terrorists and kidnappers in arguments for maintaining their ability to listen in when they feel they must, but these claims often seem overblown. There is certainly a basis in law for the application of wiretaps when the proper search warrants are issued, but there is as yet no law mandating limits on technological advances that may render wiretaps moot. Indeed, some experts think such a law would be a dangerous precedent.

As in any application of technology, the answers lie in a careful assessment of its risks and benefits. There are arguments on both sides of these complex issues. Many will be raised in discussions at the upcoming CFP conference.

The most important impact of the case of the Internet intruder may be the extent to which it increases public awareness of the security problems in computer and telephone networks and the potential for solving them with the laws of physics and mathematics, and not with laws made by Congress.■

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Additional information about the Computers, Freedom, and Privacy Conference (28–31 March 1991, Burlingame, CA) may be obtained by calling (415)548-9673 or on the Internet at: Info.CFP95@forsythe.stanford.edu.

1

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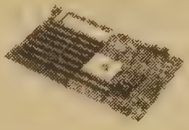

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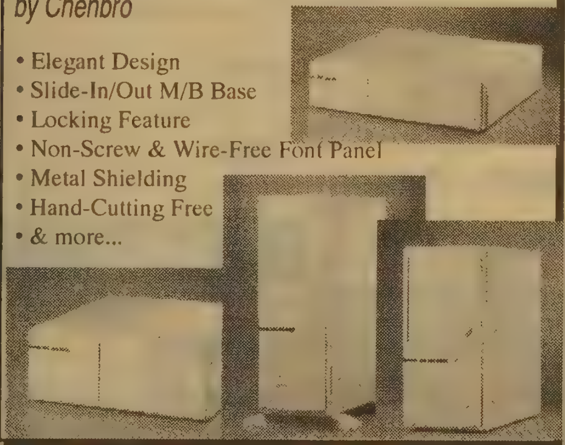

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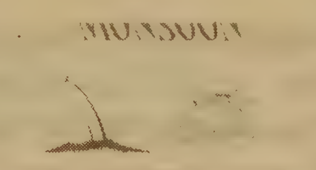

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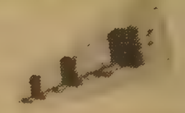

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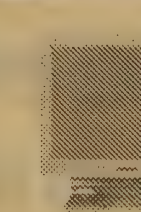

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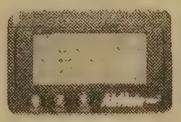

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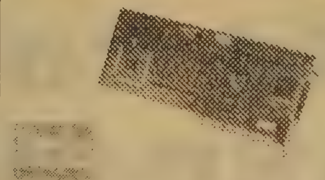

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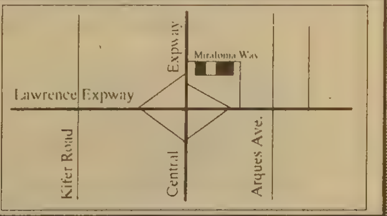

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• *Weaving In Information Space: Developing Web Environments*

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Dr. Jay C. Weber, of Enterprise Integration Technologies, Inc. (EIT), and the events Technical Chairman, will present the opening address, discussing how the Web has become the greenhouse for thousands of experiments in the future of electronic commerce. Other featured speakers include:

- ***Marc Andreesen***, of Netscape Communications Corp. and co-creator of NCSA Mosaic, on "Instant Gratification: Internet Online Commerce in 1995."
- ***Larry Masinter***, of Xerox Corp., on "The State of Web Standards."
- ***Jay M. Tanenbaum***, Founder and CEO EIT, will speak on "CommerceNet: The Spontaneous Electronic Commerce of the Internet."
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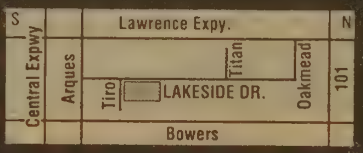

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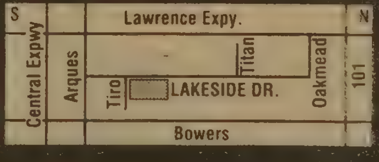

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- 8MB RAM
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- 420MB IDE Hard Drive
- Local Bus IDE Controller
- 14" SVGA Monitor .28dp NI
- Local Bus Video Card w/1MB
- 101 Keyboard
- Mini Tower Case
- MS-DOS 6.22
- Serial Mouse w/Pad
- Double Speeed CD ROM Drive
- 16 Bit Sound Card
- Stereo Speakers w/15 Titles

DX-33	$1445
DX2-66	$1495

386 Computer System

- 4MB RAM
- 1.2MB & 1.44MB Floppy Drives
- 2 Serial, 1 Parallel, 1 Game Port
- 101 Keyboard
- 200MB IDE Hard Drive
- SVGA Card
- 14" SVGA Monitor
- Mini-Tower or Desktop Case
- MS-DOS 6.22

DX-40
$900

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Trident SVGA w/1MB	$65
C-Logic VLB SVGA w/1MB	$90
NCL 538 Controller	$50
NCL 539 Controller	$50
SMC Combo Ethernet Card	$119
Trident VLB SVGA w/1MB	$85
Diamond VLB Video w/1MB	$125
PCI VGA Card w/1MB	$125
Adaptec 2842A SCSI Controller	$285

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Baby AT w/250 Power	$70
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250W Power Supply	$50
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Citizen 190GX (9 Pin)	$175
Citizen GSX230 (24 Pin)	$239
Citizen GSX240 (24 Pin)	$299
Citizen Color Upgrade Kit	$49
Toner KX-P450	$39.95
Toner KX-P453	$38.95
Toner KX-P451	$39.95
HP 51604A	$11.95
HP 51626A	$25.95
HP 92261A	$11.95
HP 92274A	$59.95
HP 92275A	$68.95
HP 92295A	$77.95
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MODEMS

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Mitac 14,400 External Modem	$149
US Robotic 14,400 Int. Fax Modem	$99
US Robotic 14,400 Ext. Fax Modem	$139
US Robotic 14,400 Int. Modem	$110
US Robotic 14,400 Ext. Modem	$149

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CD ROM SPECIAL

Creative Labs Discovery 16 w/15 Titles	Call
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Sound Blaster 16 SCSI-2	$179
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Mitsumi 101 Keyboard	$35
Chicony KB5311 Keyboard	$26
Chicony KB5181 Click Keyboard	$40
Focus 2001 Click Keyboard	$45
Keytronic Keyboard	$40

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256K-8/10	$1.25
256Kx4-8	$5.50
64K-10	$1
SIMM	
4MB x9-7	CALL
1MBx9-7/8	CALL
1MBx3-7/8	CALL
1MBx36-7	CALL
2MBx36-7	CALL
4MBx36-7	CALL

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14" Monochrome	$95
14" SVGA Monitor 1024x768 .28dp	$230
14" SVGA Monitor 1024x768 .39dp	$200
14" SVGA Monitor 1024x768 .28dp NI	$240
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386DX-40MHz MB w/128K	$110
486DX-33MHz VESA w/128K	$Call
486DX2-66MHz VESA w/256K	$Call
586 Pentium 60MHz PCI w/256K	$Call
586 Pentium 66MHz PCI w/256K	$Call
586 Pentium 90MHz PCI w/256K	$Call

DRIVES

CONNER	
CFS 210A 213MB IDE	$169
CFS 420A 420MB IDE	$209
CFA 540A 540MB IDE	$239
CFP 1060S 1.06GB SCSI	$579
MAXTOR	
MXT 7290 290MB IDE	$185
MXT 7345 345MB IDE	$199
MXT 7540AV 540MB IDE	$239
SEAGATE	
ST 3243 214MB IDE	$169
ST 3491A 428MB IDE	$209
TEAC	
1.2MB 5.25"	$50
1.44MB 3.5"	$42
FRAME FOR 3.5"	$5

TAPE BACKUP

Colorado 120MB/250MB	$115/165
External Kit for Colorado Drive	$110
Colorado Jumbo Trakker 250 MB	$299

MOUSES

Trackball	$85
Logitech Serial Mouseman	$49.95
Microsoft Bus Mouse	$89
Microsoft Serial Mouse	$40
DEXXA Mouse	$25
Mouse Systems A3 Mouse for Mac	$50
Mouse Systems A3 Trackball for Mac	$50

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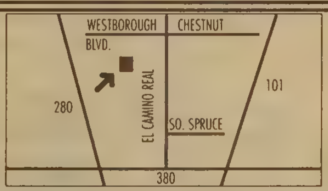

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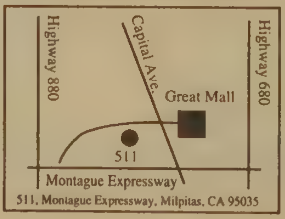

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PENTIUM PCI SYSTEM

- Intel Pentium Processor w/Cooling Fan
- 16KB Internal, 256KB External Cache
- 8MB 70ns High Speed RAM (128 MBMax)
- 540 MB Fast IDE Hard Drive
- 1.44 MB Floppy Disk Drive
- PCI Enhanced IDE Interface
- PCI Local Bus Accelerator Video Graphics w/1MB RAM
- Built-In 2 Serial/1 Parallel Ports Hi Speed I/O 16550
- 15" Non Interlaced Flat Screen Color Monitor (1280x1024)
- Mid Tower/Desk Top Case w/230W PS
- 101 Enhanced Spill Proof Keyboard
- Microsoft Compatible Mouse w/Pad
- 1 Year Parts, 3 Years Labor Warranty

LOWEST PRICE GUARANTEED!

7 Day Risk-Free Period

PENTIUM 60/66 PCI	$1399/1420
PENTIUM 75 PCI	$1529
PENTIUM 90 PCI	$1729
PENTIUM 100 PCI	$1899

486 PCI SYSTEM

- Upgradable to Pentium Processor
- Intel CPU
- 8K Internal, 256K External Cache
- 4 MB High Speed RAM (128 MB Max)
- 540 MB Fast IDE Hard Drive
- 1.44 MB Floppy Disk Drive
- PCI Enhanced IDE Interface
- 2 Serial, 1 Parallel, 1 Game Ports
- PCI Accelerated Video Graphics 1 MB (2 MB Max)
- MAG 15" Non-Interlaced Flat Screen Color Monitor (1280x1024)
- Deluxe Mini Tower/Desk Top Case w/200W PS
- 101 Enhanced Spill Proof Keyboard
- Microsoft Compatible Mouse w/Pad
- 1 Year Parts, 3 Years Labor Warranty

7 Day Risk-Free Period

486DX4-100 PCI	$1339
486DX2-66 PCI	$1269
486DX2-80 PCI	$1269

BUSINESS SYSTEM

- Upgradable To Pentium Over Drive
- Cooling Fan/Heat Sink
- 16/8KB Internal, 128KB External Cache
- 8 MB 70ns High Speed RAM (64MB Max).
- 420 MB Fast IDE Hard Drive
- 1.44 MB Floppy Disk Drive
- VESA Local Bus Accelerated Video Graphics w/1 MB
- VESA Local Bus 32 Bit IDE Interface
- Built In 2 Serial/1 Parallel/1 Game Port
- 14" Non Interlaced SVGA Color Monitor
- Mini-Tower/Desk Top Case w/230W PS
- 101 Enhanced Spill Proof Keyboard
- Microsoft Compatible Mouse w/Pad
- 1 Year Parts, 3 Years Labor Warranty

7 Day Risk-Free Period

486DX4-100 VLB	$1169
486DX2-66/80 VLB	$1039/1089

STUDENT SYSTEM

- Upgradable To Pentium OverDrive
- 8KB Internal, 128KB External Cache
- 4 MB 70ns High Speed RAM (64MB Max)
- 250 MB Fast IDE Hard Drive
- 1.44 MB Floppy Disk Drive
- 512KB of Video RAM
- 14,400 S/R Fax Modem w/Software
- 2 Hard/2 Floppy Drive IDE Controller
- Built-In 2 Serial, 1 Parallel, 1 Game Port
- 14" .39dp Hi-Resolution Color Monitor
- Mini Tower/Desk Top Case w/200W PS
- 101 Enhanced Spill Proof Keyboard
- Microsoft Compatible Mouse w/Pad
- 1 Year Parts, 3 Years Labor Warranty

INCLUDES FAX/MODEM

7 Day Risk-Free Period

486DX-33 VLB	$829
486DX2-66 VLB	$879
486DX2-80 VLB	$879

HOME MULTIMEDIA SYSTEM

- Upgradable To Pentium Over Drive
- 8KB Internal, 128KB External Cache
- 4 MB 70ns High Speed RAM (64MB Max)
- 270 MB IDE Hard Drive
- 1.44 MB Floppy Disk Drive
- VESA Local Bus Accelerated Video Graphics w/1MB
- VESA Local Bus 32 Bit IDE Interface
- Built-In 2 Serial, 1 Parallel, 1 Game Ports
- 14" .28dp Hi-Resolution Color Monitor
- Double Speed CD ROM Drive
- 16 Bit Stereo Sound Card
- Mini Tower/Desk Top Case w/230W PS
- 101 Enhanced Spill Proof Keyboard
- Microsoft Compatible Mouse w/Pad
- 1 Year Parts, 3 Years Labor Warranty

With CD-ROM, Speakers & 14 CD Titles!

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CD TITLES INCLUDE:
Groliers Encyclopedia, Animals, U.S. World Atlas, Etc.

7 Day Risk-Free Period

486DX2-66/80 VLB	$1129/1169
486DX4-100 VLB	$1269

MULTIMEDIA UPGRADE KITS

1) Quad Speed Kit $319
- 4X CD-ROM Drive
- 16 Bit Sound Card
- 15W Stereo Speakers
- Microsoft CD Title Package Includes: Encarta, Works, Money, Best of Games

600 KB Transfer Rate

2) Double Speed Kit $189
- Double Speed CD ROM
- Spectrum Jazz 16 Sound Card
- Stereo Speakers
- CD Package Includes: Groliers Encyclopedia, Animals, U.S. World Atlas, Mavis Beacon, Chessmaster

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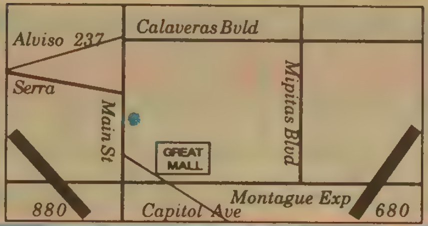

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DESCRIPTION	MB & CPU
Intel Pentium P5-100/256K PCI	$1060
Intel Pentium P5-90/256K PCI	$840
Intel Pentium P5-75/256K PCI	$635
Opti Pentium P5-66/256K PCI+VLB	$430
Opti Pentium P5-60/256K PCI+VLB	$410
Genoa 486DX2-66/256K PCI (Intel)	$325
Genoa 486DX4-100/256K VLB (Intel)	$355
Genoa 486DX4-100/256K VLB (AMD)	$299
Genoa 486DX2-80/256K VLB (AMD)	$248
Genoa 486DX2-66/256K VLB (Intel)	$271
IBM 486SLC2-66/64K VLB w/Mathco	$126
SIS Pentium P5-100/256K PCI w/ide pci	$900
SIS Pentium P5-90/256K PCI w/ide pci	$740
SIS Pentium P5-75/256K PCI w/ide pci	$505
SIS Pentium P5-66/256K PCI w/ide pci	$455
SIS Pentium P5-60/256K PCI w/ide pci	$435
486DX4-100/256K PCI (Intel)	$350
486DX4-100/256K VLB (Intel)	$330
486DX2-66/256K VLB (Intel)	$253
486DX-33/256K VLB (Intel)	$215
486DX4-100/256K PCI (AMD)	$290
486DX4-100/256K VLB (AMD)	$265
486DX2-80/256K VLB (AMD)	$215
486DX2-66/256K VLB (AMD)	$193

VERY AFFORDABLE 486 VLB

◆ 486/256K Motherboard Expandable 256K(30&72 pin sockets)
◆ 486 CPU
◆ 4MB - 70ns RAM Exp. 64MB
◆ 1.44 Teac FD (3.5")
◆ Spider 32 VLB w/1MB
  - Upgradeable to 2MB
  - Windows Accelerator
  - 16.7 Million Colors
◆ IDE VLB w/1p,2s,1g
◆ 14" SVGA (1024 x 768, .28dp)
  - non-interlaced, energy saver
◆ 420 MB Hard Drive
◆ Mini tower Case w/ 230W
◆ 101 Enhanced Keyboard
◆ Microsoft Compat. Mouse w/ Pad
◆ Free CPU Fan

486DX4-100(Intel)	$1005
486DX4-100(AMD)	$944
486DX2-80(AMD)	$895
486DX2-66(Intel)	$927
486DX-66 (AMD)	$870

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SPECIAL VALUE GENOA 486 VLB

◆ 486/256K Genoa Motherboard Exp. 512k - (72 pin sockets)
◆ 486 CPU
◆ 8MB - 70ns RAM
◆ 1.44 Teac FD (3.5")
◆ Spider 32 VLB w/1MB
  - Upgradeable to 2MB
  - Windows Accelerator
  - 16.7 Million Colors
◆ IDE VLB w/ 1p, 2s, 1g
◆ 14" SVGA (1024 x 768, .28dp)
  - non-interlaced, energy saver
◆ 420 MB Hard Drive
◆ Mini tower Case w/ 230W
◆ 101 Enhanced Keyboard
◆ Microsoft Compatible Mouse w/ Pad
◆ Free CPU Fan

486DX4-100 (Intel)	$1170
486DX2-100(AMD)	$1105
486DX2-80 (AMD)	$1056
486DX2-66(Intel)	$1080
486DX-66 (AMD)	$1035

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BEST BUY PENTIUMS

◆ PCI MB w/256K
◆ Pentium P5 CPU
◆ IDE PCI Controller w/1p,2s.1g & 16550 chip
◆ 8MB - 70ns RAM (72 pin SIMM)
◆ 1.44 Teac FD (3.5")
◆ Spider 64 PCI w/ 1MB
  - 64 Bit Accelerator
  - 16.7 Million Colors
  - Expandable to 4MB
◆ 14" SVGA (1024 x 768, .28dp)
  - non-interlaced, energy saver
◆ 540 MB Hard Drive
◆ Medium tower Case w/ 230W
◆ 101 Enhanced Keyboard
◆ Microsoft Mouse w/ Pad
◆ Free CPU Fan

Pentium 100(Intel)	$1930
Pentium 90 (Intel)	$1710
Pentium 75 (Intel)	$1490
Pentium 66 (Opti)	$1330
Pentium 60(Opti)	$1310

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- *IDE 2FD/2HD Controller w/ I/O 2S/1P/1G
- *210 MB Hard Drive
- *1024x768 .28DP 14" SVGA Non-Int Monitor
- *512K SVGA Card
- *101 Enhanced Keyboard
- *Enhanced Case w/230 Watt Power Supply
- *Microsoft Compatible Mouse + Mouse Pad

Intel Pentium P5-100/256K PCI	$1705
Intel Pentium P5-90/256K PCI	$1497
Intel Pentium P5-75/256K PCI	$1284
Opti Pentium P5-66/256K PCI+VLB	$1075
Opti Pentium P5-60/256K PCI+VLB	$1055
Genoa 486DX2-66/256K PCI (Intel)	$970
Genoa 486DX4-100/256K VLB (Intel)	$999
Genoa 486DX4-100/256K VLB (AMD)	$940
Genoa 486DX2-80/256K VLB (AMD)	$890
Genoa 486DX2-66/256K VLB (Intel)	$913
IBM 486SLC2-66/64K VLB w/Mathco	$770
SIS Pentium P5-100/256K PCI w/ pci ide	$1516
SIS Pentium P5-90/256K PCI w/ pci ide	$1385
SIS Pentium P5-75/256K PCI w/ pci ide	$11[illegible]
SIS Pentium P5-66/256K PCI w/ pci ide	$1097
SIS Pentium P5-60/256K PCI w/ pci ide	[illegible]
486 DX4-100/256K PCI (Intel)	$995
486 DX4-100/256K VLB (Intel)	$976
486 DX2-66/256K VLB (Intel)	$895
486 DX-33/256K VLB (Intel)	$859
486DX4-100/256K PCI (AMD)	$934
486DX4-100/256K VLB (AMD)	$911
486DX2-80/256K VLB (AMD)	$880
486DX2-66/256K VLB (AMD)	$835

UPGRADE OPTIONS

(W/ Special Saving Systems)

Viewsonic 6E Monitor	[illegible]
15" Non-Int.	[illegible]
17" Non-Int.	[illegible]
SPIDER 32VLB w/1MB	[illegible]
Trident 1MB	[illegible]
420 MB Hard Drive	[illegible]
540 MB Hard Drive	[illegible]
730 MB Hard Drive	[illegible]
[illegible] MB Hard Drive	[illegible]
IDE VESA Controller	[illegible]
Medium case	20
Full Tower	40
Logitech Mouse	10
Microsoft mouse	10

MULTIMEDIA EXTRAVAGANZA

P5-75 SYSTEMS

SIS P5-75 PCI MB
(Upgradeable to P5-100)
256K Cache
Built on PCI IDE w/ 16550 I/O
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Super Mini Tower Case w/ 230W PS
101 Enhanced Keyboard
Mouse & Mouse Pad
Impression 4Xi Multimedia Kit:
*TEAC 4XI CD ROM
*CL Soundblaster 16 MCD
*Speakers
*Microsoft HOME OFFICE CD bundle

$1749

MULTIMEDIA

❖CREATIVE LABS

SoundBlaster Basic 2.0	58
SoundBlaster Pro 16 MCD OEM/MCD w/ASP Orig.	84/170
SoundBlaster 16 SCSI-II OEM/ SCSI II w/ASP Orig	110/190
SoundBlaster AWE 32	265

❖MITSUMI

Double speed CD ROM	120
Quadruple speed CD ROM 4xi	189
◆PANASONIC CD ROM Double Speed w/card	120
◆TOSHIBA CD ROM Quad Speed 3501 Int / Ext	290/395
◆TEAC CD ROM Quadruple Speed	179
◆ Impression 2xi Multimedia Kit: Panasonic double-speed + Soundblaster 16 5 Microsoft *Home* software + Speakers	255
◆ Impression 4xi Multimedia Kit: Teac quadruple-speed + Soundblaster 16 5 Microsoft *Home* software + Speakers	328
◆ Impression SCSI 4xi Multimedia Kit: Toshiba 3501B 4xi + Soundblaster 16 SCSI-II 5 Microsoft *Home* software + Speakers	429

CONTROLLER CARDS

IDE W/ I/O / I/O w/ 1p,2s,1g	14/12
IDE VESA Local Bus / w/16550	20/40
Enhanced IDE VLB / w/16550	30/45
PCI IDE/PCI IDE w/16550	36/40
Adaptec SCSI 1522	72
Adaptec SCSI 1542CF/1542CF w/Kit	168/239
Adaptec EISA SCSI 2742T/2742T w/Kit	225/345
Adaptec SCSI PCI 2940 w/Kit OEM/2940W	198/265
Adaptec SCSI 2842A-VL OEM	200

HARD DRIVES

❖CONNER

420mb/14ms (IDE)	170
1.2 GB/12ms (EIDE)	365
850mb/12ms (EIDE)	249

❖MAXTOR

1.2GB/12ms (EIDE)	380
540mb/14ms (IDE)	184
345mb/14ms (SCSI)	173

❖QUANTUM

540mb/14ms (IDE)	183
540mb/11ms LT540AT (IDE)	210
540mb/14ms (SCSI)	213
730mb/12ms (EIDE)	240
730mb/12ms (SCSI)	259
2.1 GB/8ms (SCSI-2)	870

❖WESTERN DIGITAL

420mb/13ms (IDE)	174
540mb/12ms (IDE)	210
730mb/10ms (EIDE)	240
1.2 GB/10ms (EIDE)	375

PRINTERS

HP DeskJet 540/560C	299/470
HP DeskJet 1200C/1200C Postscript	999/1570
HP 4P/HP IV	954/1379
HP 4ML/4L	989/512
HP 4MP / 4M Plus	1329/1882

KEYBOARD

101 Enhanced keyboard	$18
Maxiswitch/ Keytronics	26/29
Focus 2001/7000/8000/9000	35/47/35/50
Omnikey 101	65

MISCELLANEOUS

❖ZOLTRIX

Fax Modem (96 F, 24 M)/Win	$39
Fax Modem (14400 F, 14400 M) Int / Ext	57/85
Fax Modem 14.4 voice/28,800 Baud	67/113
◆ US Robotics Fax/Modem 14,400	99
◆ US Robotics Fax/Modem 28,800 v.34	220
◆ Microsoft mouse serial/bus	26/53
◆ Logitech Mouseman serial/Bus (4000dpi)	30/51

❖COLORADO

Tape backup DJ-20 250MB/DJ-35C 350MB	147/173
Trakker 250MB/Trakker 680MB	295/350
◆ Baby AT/Mini Tower case w/230W PS	40
◆ Medium Tower case w/230W PS	61
◆ Full Tower case w/250W PS	80
◆ Dual Floppy Drive 1.2+1.4MB	95
◆ TEAC 1.2FD/1.44FD	42/38

VIDEO CARDS

❖TRIDENT

SVGA-512/1MB (1024x768,16bit)	$38/58

❖DIAMOND

Stealth 24 VLB w/1MB DRAM	125
Viper SE Pro PCI w/2MB	250
Stealth 64 VLB/PCI w/1MB/2MB DRAM	130/189
Stealth 64 VLB/PCI w/2MB/4MB VRAM	269/400

❖SPIDER

Tarantula VLB/ PCI w/2MB/4MB VRAM	240/355
Tarantual Lite (S3) PCI w/ 1MB/2MB	115/155
32VESA Local Bus w/1MB/2MB	82/130
32VLB Plus w/1MB/2MB	90/135
BlackWidow Engine ISA 1M/2M	125/175
BlackWidow+ PCI/VLB w/1MB/2MB	150/210
256 Cache VLB w/1MB/2MB	97/147
64 VLB/PCI w1MB/2MB/4MB	112/160/255

❖ORCHID

Kelvin 64 VLB/PCI w/1MB/2MB DRAM	138/177
Kelvin Easy VLB/PCI w/ 1MB	105
Fahrenheit PRO VLB/PCI 2M/4M VRAM	275/405

❖ATI

ATI Ultra Pro Mach 32 VLB/PCI w/2MB	220
ATI Mach 64 Pro Turbo VLB/PCI w/2MB/4MB VRAM	265/460
ATI Expression VLB/PCI w/2MB DRAM	145/175

MONITORS

❖NANAO

F2-15 / F2-17 / F2-17EX	499/779/879
T2-17/T2-20	1188/1820
F760iw 21"	1805

❖NEC

XP15/XE15 / 4FGE	625/525/595
XE17/XP17	955/1185
XE21 / XP 21	1890/2350

❖MAG

DX15F/DX17F (1280x1024,0.26)	335/610

❖SONY

GDM 20SE/ 17SF / 15SF	1,785/825/415

❖HITACHI

CM1797 (1600X1200,.26)	895
CM-2096 20"	1,165
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• 80486DX2-66 MHz	199
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•80486DX-40 MHz	179
•80486-2-50 MHz	189
•80486-2-66 MHz	175
•80486-2-80 MHz	180

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Item	Price
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387SX-33 ULSI	34
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	8 MB	129769-003	395
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Deskpro 386S (E. Board)	4 MB	11364-001	285
	4 MB	112534-001	189
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	8 MB	116561-001	375
	32 MB	116568-001	1475
Deskpro 386/20e, 25e (E. Board)	4 MB	113645-001	285
Deskpro 386/20,20e,25e	4 MB	113132-001	199
Deskpro 286N, 386N, 386SX/20, 386/25M, 486/33M, 486S/25M, 486S/16M	2 MB	118689-001	189
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T3100	2 MB	135
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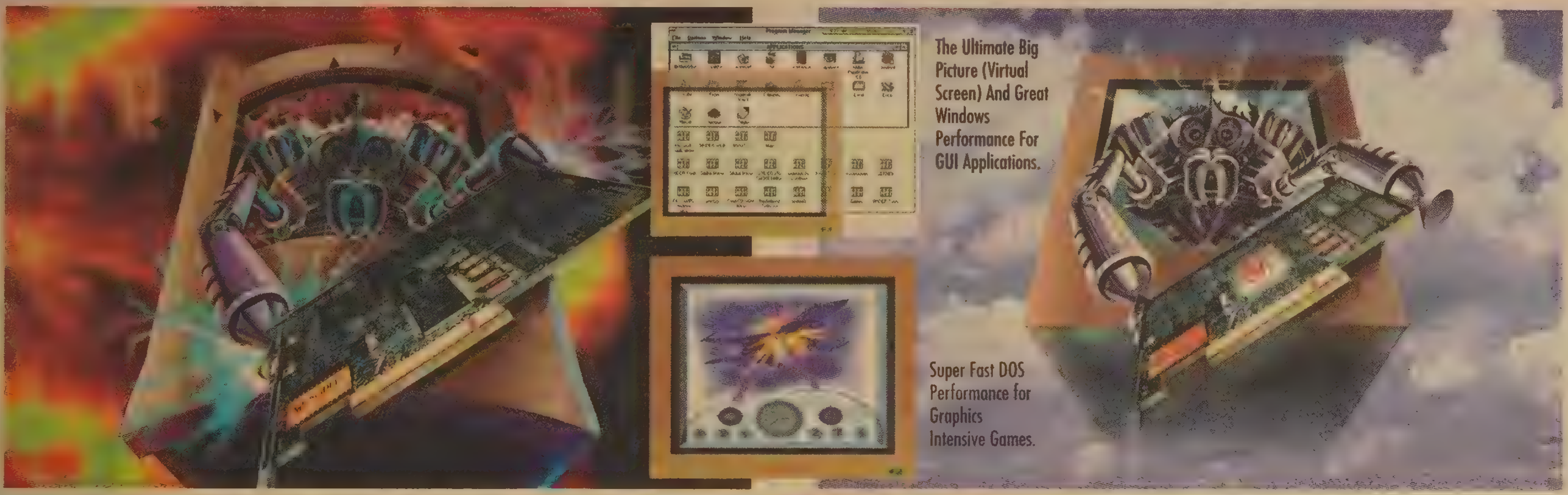

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Video Connector:	DB-15
Video Signal:	Analog

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1024 x 768	16 to 64K	2MB	60, 70, 75, 87i
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1280 x 1024	256	2MB	60, 72, 75, 90i
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1600 x 1200	256	2MB	60
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800x600	16 to 64K	56, 60, 72, 75
1024x768	16 to 256	60, 70, 75, 87i
1280x1024	16	60, 72, 75
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1024x768	64K	87i
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* ASUS INTEL Triton Chipset PCI Local Bus Motherboard w/256KB (up to 512KB) Cache
* 16MB 72-Pin Simm 70ns (up to 128MB)
* 850MB 10ms IDE Hard Drive
* Diamond Stealth 64 64-bit Graphic Accel. w/2MB DRAM 1280x1024 Max. Reso'ln 16.8 Million Max. Color Display
* 3.5" 1.44MB Floppy Drive
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* Microsoft Mouse w/ Pad
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* VLB 256KB Cache Memory Motherboard
* 4MB Simm 70ns (up to 64MB)
* 420MB 12ms Enhanced IDE Hard Drive
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* Trident 9440 VLB Graphic Accerator W/1MB(up to 2MB) 1280x1024 & 16.8M True Color
* 3.5" 1.44MB Floppy Drive
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* Microsoft Compatible Mouse w/ Pad
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* Diamond Stealth 64 PCI w/2MB DRAM
* 3.5" 1.44MB Floppy Drive
* Keytronic 101 Enhanced Keyboard
* Microsoft Mouse w/ Pad
* 2 Serials, 1 Parallel
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* CPU Fan+HeatSink for 50,66 MHz system

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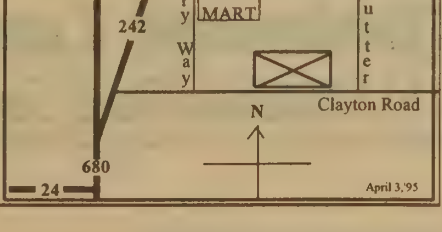

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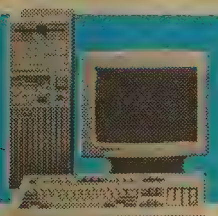

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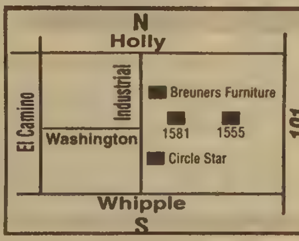

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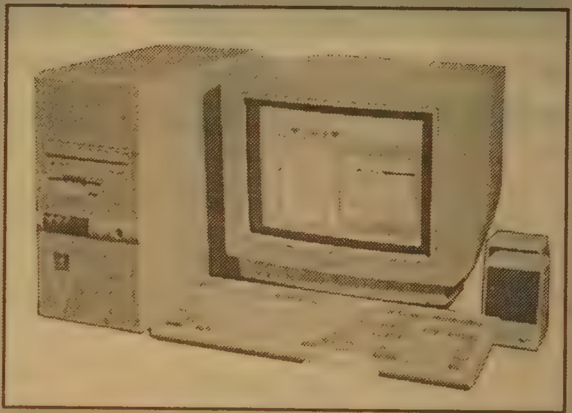

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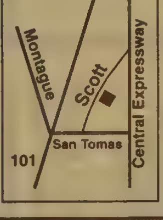

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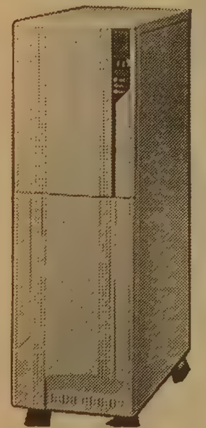

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A486DX4-100 w/256	ISA, VLB	$386		$885	$956	$1,159	$1,282	
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A386DX-40 w/128K	ISA	$190	$468	$694	$750			
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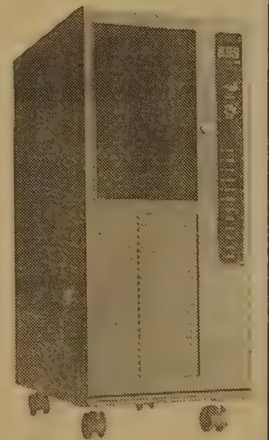

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Sony-GDM20SE 20"	($1850)$1895
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Rack Mount W/PS	$331

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Microsoft Natural	$95
S-Mouse/TBall	$8/20
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Microsoft white box S/B	$29/54
Black Serial	$14

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Full Tower 230/300/400W	$49/63/126
Amencan Enhance 300w PS2/Full	$80

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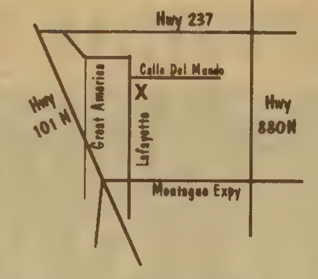

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CONNER 170 MB IDE CP30174E (Min 5 pieces) $114	**CONNER** 540 MB IDE CFS540A (Min 3 pieces) $179	**CONNER** 850 MB IDE CFA 850A Fast $259	**CONNER** 1.2GB IDE CFA 1275A (Min 5 Pieces) $369	**CONNER** 1.08 GB Scsi CPA 1080S (Min 5 pieces) $489
CONNER/QUANTUM 420 MB IDE CFS 420/MV 420 (Corporations,Schools,& Reseller's Only) $164	**QUANTUM** 540 MB IDE 540 MV 14 msec $176	**QUANTUM** 730 MB IDE LT QM 730 LTA 11 msec $224	**QUANTUM** 2.1 GB Scsi Empire 2100S 9 msec $839	**QUANTUM** 4.3GB IDE QM34301s Grand Prix (Min 10 pieces) $1429

Teac CD Rom Quad Speed 55A 600KB/195MS Panasonic Interface not Incl. $159	**Toshiba CD Rom** Quad Speed 3501 600KBs SCSI-2 $284	**16 Bit Audio Card** Sound Blaster 16 Value Edition (Min 5 Purchase) $84	**Printer** Okidata 400E Laser Printer $432	**Printer** HP 540 $289 Optional Color Kit-$45
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386 motherboard 386DX-40 Isa w/128k & 4MB of RAM $219	**Pent. Motherboard** PCI/ISA 66 Intel 66 Pentium & CPU Fan $419	**486 Motherboard** VLB/ISA Opto cs w/AMD DX2-80 w/4MB Ram $364	**Fax/Modem** U.S. Robotics 28.8 Ext. $225	**keyboard 101** Microsoft 104 Natural $84
Memory 1x9-70 Zip (Min 8 Purchase) $34.95	**Memory** 1x32-70/1x36-70 (Min 4 Purchase) $140/155	**Memory** 2x32-70/2x36-70 (Min 4 Purchase) $280/320	**Memory** 4x32-70/4x36-70 (Min 2 Purchase) $410/450	**Tape Drive** CON 420 with 1 Cassette $159

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All Parts with Min one year Manufacturer's Warranty; ASA Catalog available upon request

Web Page Listings

continued from page 110

THE INTERNET MAINSTREET
http://www.mainstreet.net ISDN and leased line Internet provider for Silicon Valley. Cool eclipse photo. [Exp. #140.]

INTERNET PRESENCE PROVIDERS
http://www.internex.net/ipp Providing business with complete Web site design. Focusing on real estate, art, investments, and online malls. [Exp. #140.]

INTERNET ROUNDTABLE SOCIETY
http://www.IRSociety.com Providers of business WWW services: home pages, promotion, etc. [Exp. #139.]

INTERNEX•TIARA
http://www.internex.net High-speed ISDN Internet access provider. Provide information about ISDN, access options, products, and services. [Exp. #140.]

INTERNOTES
http://www.tbo.com/notes.html [Exp. #138.]

JAPANESE UNDERGROUND TECHNOLOGY
ftp://ftp.netcom.com/pub/ge/geoi310/homepage/a6.html [Exp. #139.]

JOHN PERRY'S HOME PAGE
http://www.perry.com/ I'm B1FF!!! (a film festival), The Liberal Materialists (my band), photos, poetry, and much more. [Exp. #139.]

JOW'S TRUESPACE HOME PAGE
http://csual.cs.ucla.edu/truespace Provides images, utilities, and links of interest to the Caligari trueSpace user. [Exp. #140.]

THE LIBERTARIAN PARTY, AMERICA'S THIRD PARTY
http://www.lp.org/lp/ [Exp. #138.]

LINKS FROM THE UNDERGROUND
http://raptor.swarthmore.edu/jahall/ Original writings, anecdotes, and links with commentary convey a Net and world view on the Web. Coordinated craziness! [Exp. #140.]

THE MAIL ORDER CATALOG RESOURCE CENTER
ftp://ftp.crl.com/users/ro/csharrow/catalog1.html Comprehensive listing of US companies doing business via mail order catalog. [Exp. #140.]

MAKIN' WAVES STUDIO
http://cyberzine.org/html/Waves/wavepage.html Aussie-style humor abounds, complete with free .wav sound files for download. Commercial enquiries welcome. [Exp. #138.]

MARK HOLT'S HOME PAGE
http://www.sun.com/sunsoft/cdware/mark.html A collection of cool and unusual Web sites. [Exp. #140.]

MATCH.COM
http://www.match.com "We met on the Net!" Thanks to Match.Com, the online dating service for the '90s. [Exp. #140.]

MEXICO OUT OF BALANCE
http://www.igc.apc.org/nacla/mexico.html Hard-to-find, in-depth information and analysis concerning political, economic, labor, and trade issues in Mexico. [Exp. #138.]

MINOR LEAGUES, MAJOR DREAMS
http://www.deltanet.com/minorleagues Minor league baseball, hockey, arena football, Indy 500 sports apparel retail sales. [Exp. #140.]

MODULUS GRAPHITE
http://www.dnai.com/~modulus Catalog of high-end basses and guitars. [Exp. #138.]

MOTORCYCLE ONLINE
http://motorcycle.com/motorcycle.html Anything and everything to do with motorcycles. [Exp. #139.]

NETBIZ
http://204.188.129.2/netbiz/netbiz.html or *http://voyager.via.net/netbiz/netbiz.html* Your advertising gateway to the Internet. Home pages and online advertising worldwide. [Exp. #140.]

NETSURFER DIGEST HOME PAGE
http://www.netsurf.com/nsd Netsurfer Digest is a free email-delivered e-zine bringing cyberspace directly to your mailbox. [Exp. #140.]

NEW WAVE CULTURE PLAZA INC.
http://www.rahul.net/newwave/newwave.html A mail order company dedicated to Chinese culture. Chinese CDs, LDs, CD-ROMs... [Exp. #140.]

NORTHERN CALIFORNIA GUIDE TO MINOR LEAGUE BASEBALL
http://www.webcom.com/~rmd/baseball/minor-league.html Schedules, directions, ticket info, etc. for San Jose and Stockton. Coming soon: Modesto, Salinas, Sonoma. [Exp. #140.]

THE NORTH POLE
http://northpole.net Browse the North Pole; read messages from Santa, his elves, the reindeer; North Pole weather reports. [Exp. #138.]

THE OMEGA TRANSMISSIONS—A TECHNO-THRILLER
http://one.mind.net/omega/index.html An action-packed adventure about NASA's SETI project (Search for Extraterrestrial Intelligence). [Exp. #140.]

OPENMARKET
http://directory.net/netinfo "New on the Net" report: includes all noteworthy regis-

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Take this opportunity to list your Web home page *FREE*. Just fill out this form and mail it to *Web Listing, 3470 Buskirk Ave., Pleasant Hill, CA 94523; fax to (510)934-3958; email to* microx@well.com .

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15-word description: ____________________

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Please give a contact name and voice phone number or email address, for internal purposes only:

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Phone number: ____________________

email address: ____________________

* EDITORS RESERVE THE RIGHT TO SELECT LISTINGS ON A SPACE AVAILABLE BASIS AND EDIT THOSE LISTINGS AS NEEDED.

trations of commercial domains registered with InterNIC. [Exp. #138.]

PATRICK SALSBURY'S HOME PAGE

http://www.visionware.com/pat.html 110+ starting points for exploring the Web, HTML URLs, and me on a rock. :-) [Exp. #140.]

PHOENIXWEB

http://www.ptltd.com BIOS, plug and play SW, PCMCIA SW, Eclipse SW for desktop, portable, and hand-held PCs. [Exp. #140.]

QUOTECOM

http://www.quote.com/ Stock quotes, business news, financial market data for investors. [Exp. #139.]

RANDY KSAR'S HOME PAGE

http://www.mvhs.edu/~rksar Gives links and documents to those in need of a quick overview of the Web. Also offers Web services. [Exp. #138.]

RTFM WORLD

http://www.dnai.com/~cthomas/rtfm RTFM is an occasional rock 'n' roll band of Sybase tech support people. [Exp. #140.]

SAN FRANCISCO BAY AREA AND BEYOND

http://www.hyperion.com/ba/sfbay.html Pointers to local attractions, entertainment, community services, employment, newspapers, sports, dining, and more. Updated weekly. [Exp. #140.]

THE SAN FRANCISCO NETWORK

http://www.SF.net Growing collection of Bay Area databases and newsletters including restaurants, wineries, entertainment, and commercial locations. [Exp. #138.]

SAN JOSE SYMPHONY HOME PORT

http://webcom.com/~sjsympho/ Meet Maestro Leonid Grin and the 89 musicians of the San Jose Symphony. [Exp. #139.]

SAN MATEO TIMES

http://www.baynet.com/smtimes/index.html San Mateo County's only daily newspaper. [Exp. #139.]

THE SEAMLESS WEBSITE™

http://tsw.ingress.com/tsw/ Advertisements for law firms and legal services providers; law review articles and other legal information. [Exp. #140.]

SEGA WEB

http://www.segaoa.com Product information and graphics from the interactive king. Contests for prizes. [Exp. #140.]

SENSATIONAL SEMINARS

http://www.onramp.net/sensational Sensational Seminars, Inc. "We Make Education An Experience" presents "Hollywood In Cyberspace" Monday, April 3, in LA. [Exp. #139.]

SHARROW ADVERTISING & MARKETING BIZINFO=A9 RESOURCE CENTER

ftp://ftp.crl.com/users/ro/csharrow/homepage.html Advertising and marketing reports and issues, mail order catalogs, ad parodies, humor and sarcasm, digital age issues and essays. [Exp. #140.]

THE SHAW FESTIVAL

http://www.cyberplex.com/CyberPlex/Arts/Shaw/Shaw.html Information about shows currently being performed by the only company that specializes in plays written during G.B. Shaw's lifetime. [Exp. #138.]

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486DX4-100* $1095
486DX2-66/80* $960/975
486DX-33* $850

*Basic configuration:
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. 1.44MB (1.2MB) FD
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. 14" SVGA (.28)
. Mouse w/pad
. 101 Keyboard

Hard Drive Upgrades:
340MB....................Add $50
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486DX2-66/80......179/185
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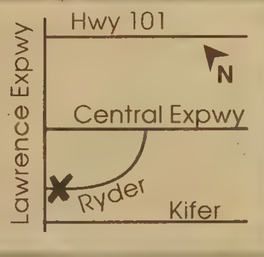

Web Page Listings *continued...*

Sofal's Place
http://www.csua.berkeley.edu/~sophal Sophal's home page has many links to Cambodian-related home pages, not to mention his favorite quotations. [Exp. #140.]

Software Technology Service
ftp://ftp.crl.com/ftp/users/ro/sts/StsWWW/homepage.html Software and electronic analysis, design, and engineering. Specializing in unusual languages, systems, projects, and prototypes. [Exp. #140.]

The SRMC Spider Web
http://sweb.srmc.com/ Full-service ISP-WWW, 28.8, ISDN through T-1, as well as on-site support and maintenance. [Exp. #139.]

Stanford Center For Tuberculosis Research
http://molepi.stanford.edu Research at Stanford University tracking the spread of tuberculosis in San Francisco. [Exp. #140.]

Star Trek: Voyager
http://voyager.paramount.com Latest Web site by Paramount promotes new Star Trek show and connects studio with the fans. [Exp. #138.]

Stowe Mountain Resort
http://www.together.com/sms/stowe Photos, weather maps, snow condition reports, press releases, lodging information, insider's guides, and special offers. [Exp. #139.]

SuperBusiness NET
http://www.sbusiness.com Web pages, ftp and Internet services for business. We will be featuring secure transactions via the Web. [Exp. #140.]

Sybase Home Page
http://www.sybase.com Info on products and services; views of the San Francisco Bay by clicking on BayCam button. [Exp. #139.]

Symmetric Technology
http://www.symmetric.com Computer design, software development, systems, and networks primarily for Microsoft Windows and Windows NT Novell IBM-compatible computer systems. [Exp. #140.]

Tecnation Digital World
http://www.tecnation.com/tecnation/ Tecnation Digital World's online presence. Read about our innovative products and creative services. [Exp. #139.]

TELOS, The Electronic Library Of Science
http://www.telospub.com/ TELOS publishes scientific titles with electronic components: CD-ROMs, diskettes, or files via Internet. It's cool. [Exp. #140.]

Things I'd Like to See in CyberSpace
http://www.clark.net/pub/journalism/wishes.html A simple home page to collect the thoughts and wishes of those using the Internet. [Exp. #139.]

THOMAS
http://thomas.loc.gov US House of Representatives: full text of all bills of 103rd Congress, email addresses, more. [Exp. #139.]

Tim Ho
http://cad.ucla.edu:/~ho A serialized comic strip about a PC computer mouse. [Exp. #139.]

TV Net
http://tvnet.com/TVnet.html TV Net provides information on broadcast/cable TV stations throughout the US and the world. [Exp. #138.]

UC Riverside, California Museum Of Photography
http://cmp1.ucr.edu Historical photographs, contemporary media arts, and children's projects are at the UCR/California Museum of Photography. [Exp. #140.]

Uniform Capital Access Network
http://www.ucan.com/ucan/ Offers investors and entrepreneurs the opportunity to explore business prospects. [Exp. #138.]

USAMALL
http://www.usamall.com Fun page with hot and hip info, adventure sports, and entertainment schedule for concerts in the Bay Area. [Exp. #140.]

Vegan Action
http://www.umanitoba.ca/arrs/va/vegan_action.html A nonprofit group providing information on vegan, animal-free diets and lifestyles. [Exp. #139.]

Vinko Kojundzic's Home Page
http://maja.zems.fer.hr/~vkojun This is a home page with nice pictures of Zagreb, and a link to our official WWW server. [Exp. #140.]

Visionware Home Page
http://www.visionware.com/ PC/UNIX connectivity products: PC X-Servers, terminal emulators, ODBC solutions, and free software demos! [Exp. #140.]

W3-design
http://www.w3-design.com Designers of World Wide Web sites. [Exp. #139.]

Walt Perko's Home Page
http://slip.net/~wperko See pics of CD-ROMs 10,000 Sounds & Songs and MegaMODMadNess vol. 1. [Exp. #140.]

WebChat
http://www.IRSociety/WebChat.html Real-time, multimedia chatting on the WWW. [Exp. #139.]

Web World
http://204.188.129.2/netbiz/webworld.html or *http://voyager.via.net/netbiz/webworld.html* The World Wide Web home page directory. Access any listed page with one mouse click. [Exp. #140.]

Weddings Online
http://www.sensemedia.net/sprawl/weddings A one-stop information resource making it possible to plan your wedding right from home. [Exp. #140.]

Welcome To WOL On The Web
http://www.cris.com/WOL The home of *Windows OnLine* and the *WinOnLine Review* (online magazines) commercial and shareware reviews. [Exp. #140.]

WH Networks
http://www.whnet.com/wolfgang Connecting Minds, data communications archive. [Exp. #140.]

World Conquest
http://dnai.com/~conquest Popular two- to twelve-player wargame (WWII) w/GUI (shareware), hourly turn processing. [Exp. #140.]

Writer's Showcase
http://community.net/~necknox Tells about the author and book on disk called *Fatal Image*. [Exp. #140.]

you@here.now
http://www.webcom.com/~blessed Interactive philosophical site that allows you to share your contemporaneous thoughts with your fellow beings. [Exp. #140.]

ZIPZAP Universe
http://zipzap.com Home to the ZIPZAP Gallery, *Deep Style* Magazine, ZIPZAP e-zine, and the ZIPZAP Universe BBS. [Exp. #140.]

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CT1428C 14" Green, 1024x768 N/I 28d	$215
CT1511 15" 1280x1024 Flat Screen, .28d	$290
CT1507 15" 1280x1024 Green, Digital Ct.	$345
CT1712 17" 1280x1024 Flat Screen, .28d	$595
CT1718 17" 1280x1024 Green, Digital Ct.	$670

MAG

MX15FG 15" 1280x1024, Lo-Radiation	$425
DX15F 15" 1280x1024, FlatScreen	$340
MXP17FG 17" 1280x1024, Lo-Radiation	$890
DX17F 17" 1280x1024, FlatScreen	$605

NANAO®

F340iw 15" non-int., flat screen	$615
F550iw 17" non-int, 1280x1024 ,28dpi	$910
F560iw 17" AKA "The Green Monitor"	$1150
T560i 17" non-int, 1280x1024, .25dpi	$1370
T2.20i 20" Trinitron tube, 1280x1024,	$1855
T760i 21" 1280x1024 @74Hz, .31dpi	$1875

NEC

3V 15" 1024x768 SVGA	$490
XE15 15" 1024x768 XGA-2	$525
XP15 15" 1024x768 @ 76Hz	$645
XE17 17" 1024x768 @ 76Hz	$945
XP 17 17" w/ OptiClear Surface	$1195
XE 21 21" 1280x1024 @ 76Hz	$1955
XP 21 21" w/ OptiClear Surface	495

SONY

CPD 15SF 15" SVGA, .25dpi	$430
GDM-17SF 17" SVGA, .25dpi	$835
GDM-20SE1 20" State of the Art	$1765

ViewSonic®

ViewSonic 6E 14" SVGA 72Hz .28dpi	$255
ViewSonic 15ES 15" 1024x768 Non-Intl.	$335
ViewSonic 15G 15" 1024x768 Flat Screen.	$375
ViewSonic 15 15" 1280x1024 .28dpi	$405
ViewSonic 17G 17" 1280x1024 Flt-Scr.	$690
ViewSonic 17 17" 1280x1024@ 76Hz	$810
ViewSonic 20G 20" 1600x1280, non-int.	$1145
ViewSonic 21PS 21" 1600x1280, non-int.	$1615

AcerView

AcerView 34T 14" 1024x768 N-I .28dpi	$230
AcerView 56L 15" 1280x1024 Flt-Scr.	$345
AcerView 76I 17" 1280x1024 .27dpi	$615

Please Call for Prices On Unlisted Monitors

VIDEO CARDS

ATi

VGA1024 w/ Mouse 512K/1MB	$65/85
Graphics Wonder 1MB DRAM	$139
Graphics Expresion 1MB DRAM	$175
Graphics Pro PCI 2MB VRAM	$295
Graphics Ultra Pro EISA 2MB	$325
Graphics Pro TurboOEM PCI/VLB 2MB	$279
Graphics Pro TurboOEM PCI/VLB 4MB	$455

DIAMOND

Speed Star 32 Alpine Series PCI 1MB	$89
Stealth 64 VIDEO 2MB DRAM PCI/VLB	$198
Stealth 64 VIDEO 2MB VRAM PCI/VLB	$275

Genoa Systems Corporation

8500 VL Turbo 1MB VLB	$95
Phantom 64i 1MB/2MB VLB	$145/179
Phantom 64i 1MB/2MB PCI	$145/179

VIDEO CARDS

Hercules

Dynamite Power 1MB/2MB	$159/195
D302 Dynamite Pro 2MB ISA	$209
D602 Dynamite Pro 2MB DRAM VLB	$219
D702 Dynamite Power Pro 2MB VLB	$229
D902 Dynamite Power Pro 2MB PCI	$229
NEW!! Hercules Stingray 1MB VLB	$119

MATROX

IMP Plus PCI 1600x1280 2MB	$415
IMP Plus 220 PCI 2MB	$485
VLB/2 Plus VLB 1600x1280 2MB OEM	$335

Number Nine

9GXe 64 VLB/PCI 1MB DRAM	$179
9GXe 64 Pro PCI/VLB 2MB VRAM	$339
9GXe 64 Pro PCI/VLB 4MB VRAM	$499

ORCHID

Kelvin 64 PCI or VLB 1MB/2MB	$125/165
Kelvin EZ PCI or VLB 1MB	$109

SPiDER Graphics, Inc.

Spider 256 CACHE 1MB/2MB	$118/155
Spider 64 VLB/PCI 2MB/4MB	$149/259
Tarantula 64 2MBVRAM OEM	$235

MEDIA VISION

Pro Graphics 1024 256 Color VLB	$215
Pro Graphics 1024 16.7Meg Color	$239
Pro Graphics 1280 VLB 4MB VRAM	$335

HARD DRIVES

Maxtor

7420AV 420MB IDE 12ms	$180
7540A 546MB IDE 12ms 256K	$215
7850A 850MB Enhanced IDE 12ms	$315
71260A 1.2GB Enhanced IDE >12ms	$485

CONNER

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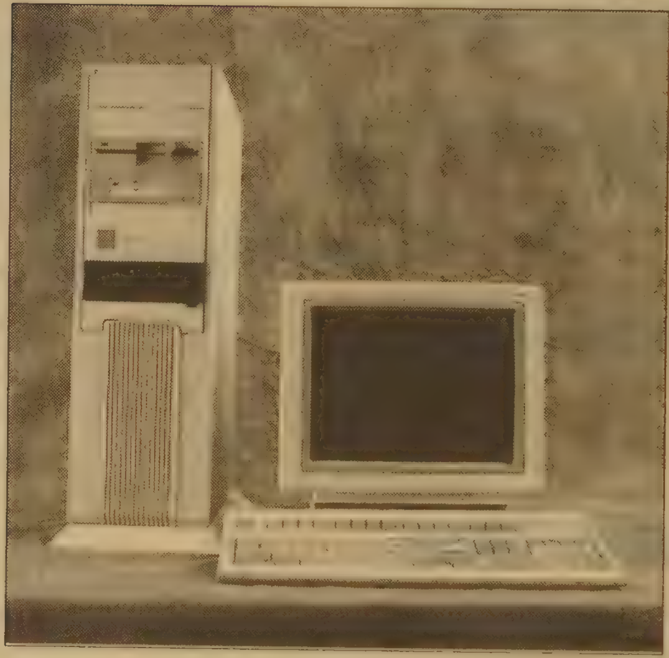

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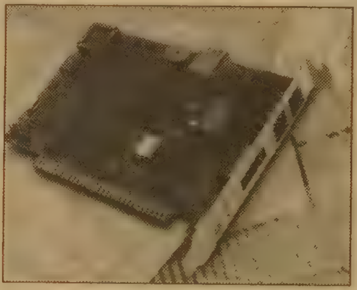

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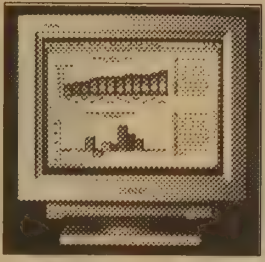

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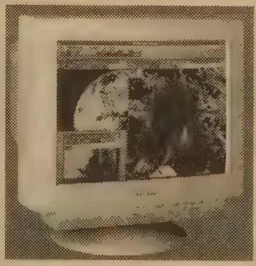

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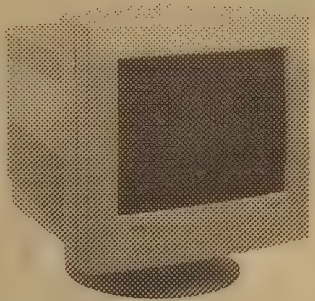

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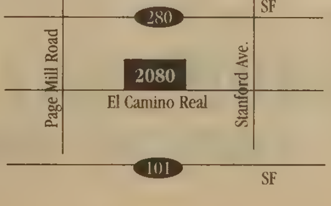

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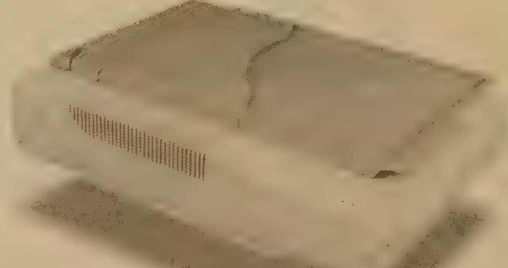

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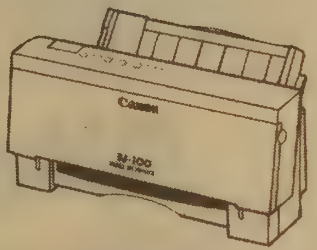

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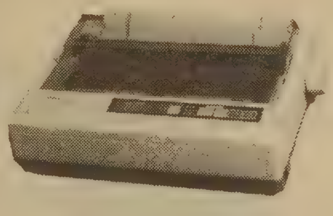

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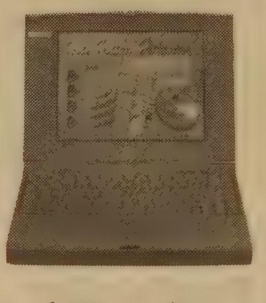

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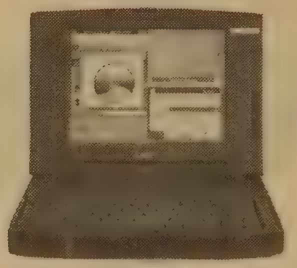

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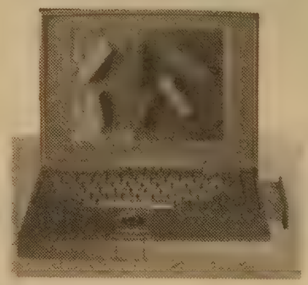

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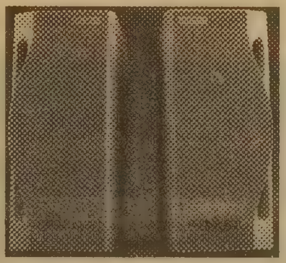

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BMUG

Monolithic Standards: Threat Or Menace? Microsoft, Voyager, And More

BY DAVID MORGENSTERN

The rest of the world seems to be glued to the tube, following every legal move of the O.J. Simpson case, while BMUGers are glued to the newspaper picking up the latest about Apple-versus-Microsoft-and-Intel.

Just when the original look-and-feel case finally died in appeal to the Supreme Court, the new squabbles over QuickTime technology ripoffs and Judge Sporkin hit the newsstands. It's rich stuff—not murder—but plenty of mud wrestling.

This month's column has a full load of news, tips, and quips. All great stuff, hot off Planet BMUG, our FirstClass bulletin board service. Onward.

Lemmings Unite!

Prepare to receive a rant!

Some readers think I hate Microsoft. Nothing is further from the truth. I hate Microsoft's monopolistic status in the global computer market. I hate its effect on the market for innovation—not to say that new ideas don't come out of Redmond. I hate the herd mentality of developers, business, and users toward leaders and supposed standards.

In other words, I hate myself. Moo!

Two months ago, I said here how odd I found the reaction to Intel's Pentium fiasco. The press focused entirely on the company's actions in handling the mess, with the issue or lesson being only one of public relations, and little concern raised over the Intel-Microsoft liaison's monopoly of desktop computing.

I put forward the proposition that with almost all desktop computing linked to the umbilical cord of a single computer architecture, the world is effectively held hostage. Users are forced to go along with a limited and self-serving technological vision of computing's future.

Even Mac users are stuck with Microsoft for some applications. Their market share for critical applications, as well as the deep pockets for promotions, swamp any chance for true competition in the marketplace.

The company relies on a threaded "P-code" interpreter for its applications instead of using the Mac's built-in resources. This is convenient for Microsoft's cross-platform development strategy, but it may not be the best for users. This architecture can bring performance problems or long delays when Apple changes Systemware or moves from the 680x0 to the Power PC.

Even Mac users are stuck with Microsoft for some applications. Their market share for critical applications, as well as the deep pockets for promotions, swamp any chance for true competition in the marketplace.

The Pentium flaw showed clearly that when something goes badly wrong with an operating system or microprocessor, all computation done with the miscreant machines may be tossed into the garbage can. This was reportedly required by the Food and Drug Administration. But even worse, these problems undermine naive users' confidence in computing and its capabilities.

Unfortunately, most people prefer to slip into a childlike state of mind when dealing with this issue. They either deny the problem entirely, or argue that the great paternalistic techno-monopolies know best for us "little users." It's reminiscent of the cynical laughter that flowed from the audience when comic Lily Tomlin's phone operator character would giggle, "We don't have to, we're the Phone Company."

But Ma Bell had a change of mind forced upon it. Perhaps the same will be in store for Microsoft and Intel.

Half-Faked Chicken

A few columns ago at the time of the Great Pentium Fiasco, I reviewed many of the Intel and Microsoft jokes floating around the Internet. They regularly wash up on the beach on Planet BMUG.

One of the jokes was a fake press release that described a plan for Microsoft to purchase the Roman Catholic Church. The Internet spans the globe and the story reportedly found its way as far as Rush Limbaugh's daily radio diatribe.

Microsoft even put out a statement insisting the story had no truth and was not generated by it. Whoa! "It seemed so real."

So for the non-sucker readers, here's the latest ersatz Microsoft PR:

News Flash: Redmond, Wash. Windows 95 to ship in 1995.

In a surprise move, Microsoft chairman Bill Gates announced yesterday that he has pur-

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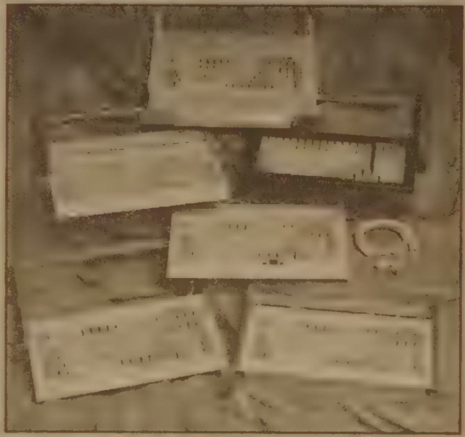

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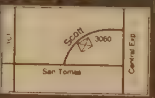

chased the entire calendar year of 1995. 1995 will be replaced instead by "Year-M" to be followed by actual 1995.

"Windows 95 was not going to ship on schedule," Gates said. "But we couldn't change the name, again—people were starting to get confused. So instead of spending a lot of time and money on a new marketing campaign, we decided just to buy 1995. That way we get an extra year to debug Windows and get it shipped for what will be the new 1995."

Microsoft arranged this coup by leveraging its financial assets to bail out the Federal Government and pay off the national debt. The IRS is being disbanded for next year, but taxes will be collected as usual with one change: All checks must be made payable to "Bill Gates."

A side benefit of this purchase is that Gates now owns the judicial branch for the duration of "Year-M." Speculators stated that Gates would likely use this opportunity to dismiss the numerous lawsuits pending against Microsoft. Gates apparently feels this would be cheaper than actually hiring lawyers to represent his rickety cases.

Middle America Just Says No To Voyager

In February, the Voyager Company put out a press release that charged Apple with censorship. The company claimed that Apple objected to discussions of abortion, birth control, and homosexuality in Voyager's *Who Built America?* CD-ROM and Apple would stop selling the title.

It seemed Apple shipped out the CD-ROM as part of a 16-piece educational bundle with Mac LC 575 models sold to K thru 12 schools. Apple said it had received customer complaints on the Voyager title claiming it "was not appropriate for classroom use."

Here's a hunk of a Open Letter posted on the Net by Mike Lorion, director of Apple USA's primary and secondary education marketing department:

> *It is extremely rare for Apple to receive this level of immediate and critical feedback on a product, and has spurred significant public discussion and internal evaluation. Because our reference bundles are intended as tools for use in any classroom grades K–12, customer feedback is considered important in deciding classroom and age appropriateness of all the materials. As part of our ongoing product evaluation process, we intend to solicit input from our K–12 education customers, our Education Advisory Council, other curriculum experts, professional organizations in the education community, and educators on staff.*
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> *Contrary to published reports, Apple continues to distribute this CD in the versions of our Elementary and Secondary Reference Bundles that we offer. Our decision to bundle or not to bundle this CD in the next version is in the process of being finalized. Decisions to bundle various software with our educational computers are based on education market direction, customer feedback, and user satisfaction—this is not a matter of censorship.*

continued on page 162

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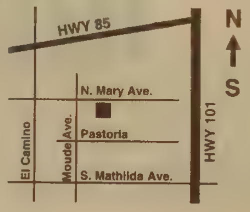

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- PCI SCSI NCR-53C810 SC200 Controller Card
- PCI ATI MACH 64 2MB VRAM Video Card
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- Non-Interlaced, .28 DP
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Pentium 90 MHz (INTEL) $3049
Pentium 100 MHz (INTEL) . . . $3179

Perfomance Comparison PCI/I-P54TP4 w/ 100MHz Pentium

System Configuration/ Performance	System 1	System 2	System 3	System 4
16MB EDO DRAM	✓		✓	
16MB Fast Page Mode Dram		✓		✓
Pipelined Burst 256k SRAM	✓	✓		
Asynch. 256k SRAM			✓	✓
Winstone 95	151.7	150.2	138.7	138.1
WinMark	49.9	49.2	43.5	43.5
DosMark	1510.07	1509.31	1450.26	1449.33

In general, the pipeline burst SRAM can increase system performance up to 20%. It provides an ideal price/ performance ratio for your system.

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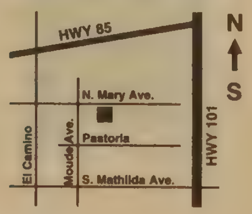

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New RAID Systems from HiQ!

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- SNMP compliant
- Novell Netware 3.1x, 4.1x and Windows NT Advanced Server Certified
- Five Year Warranty

What is RAID?

RAID stands for Redundant Array if Independent Disks. Simply put, RAID is a storage technology - a subsystem consisting of two or more disk drives working as one. That's misleading, though, because RAID is far more complex. It's a cost effective form of protection that can automatically reconstruct data after a disk crash without forcing you to take your system down. Think of RAID as a sort of miraculous high-tech tire - one that could fix itself even as your car races down the freeway.

How Will RAID Benefit Me?

Reliability

With multiple disk drives, redundant power supplies and fans, the mean time between data loss (MTBDL)) is in excess of 5 million hours. This is crucial when data needs to be available at all times. A drive failure no longer means loss of data or even loss of access to your data.

High Availability

The system is fault tolerant. Menu hardware components, including disk drives, can be replaced while the system remains active, and data remains accessible.

Cost Effectiveness

Using RAID 5, it is possible to provide drive fault-tolerance without doubling the total storage capacity and cost; six 1 GB disk drives provide 5 GB of useable storage. Using mirroring (RAID 1), ten 1 GB disk drives would be required to provide 5 GB of useable storage. The average cost per MB of the Conner CR6-RAID system is no more than mirroring or duplexing and provides fault tolerance.

Flexibility

Most RAID systems have the capability to add capacity by either upgrading the disk drives or by adding modules to the RAID system. Selectable RAID levels also offer different combinations of fault tolerance, capacity and performance. Multiple bus and operating compatibility is offered as well as options for hardware or software RAID implementations.

Increased Capacity

RAID offers an easy way to add hard disk drives to the network. Multiple low capacity disks can be accessed as one large volume.

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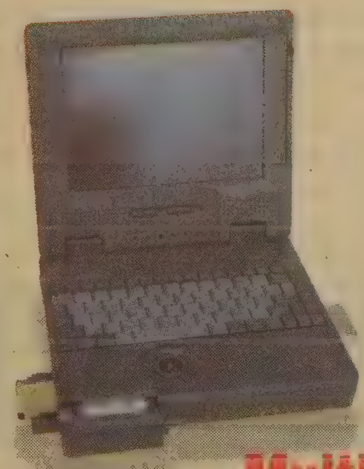

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80486DX4/100	$1569	$2089	$2919

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CPU	Mono	DLSC	TFT
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80486DX4/100	$1569	$2069	$2889

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continued from page 156

But it may be a matter of knuckling under pressure—depending on the consultations with the educational braintrust. Better take a look at the scientific CD-ROM titles, too. That evolutionary theory is a real hot potato in parts of the country!

Bytes And Pieces

•Several months ago I ran BMUG's predictions for the new year. But I missed the forecast from Bernard Aboba, one of BMUG's primary telecommunications gurus and author of *The Online Users Encyclopedia of Bulletin Boards and Beyond*. He moved up North last year and is now working at Microsoft in Redmond.

"Sotheby's will hold its first ever auction of Internet Domain Names, attempting to sell off precious cyberspace real estate to the highest bidder. Unfortunately, the maximum bid received will be under $20.

"Moderators of USENET newsgroups will 'go condo' by converting groups into private mailing lists, and then selling shares to subscribers. A bidding war will emerge over the rights to membership in the most exclusive lists. Again, the maximum bid will be under $20.

"The first USENET world war will erupt when almost everyone on the Net will flame everyone else. The Subject? Windows 95 vs. OS/2 vs. Linux vs. Copland. The resulting traffic will turn several news servers at major Internet sites into molten pools of metal.

"Emboldened by their victory in the digital wiretapping initiative, law-enforcement agencies will introduce a bill requiring modems to contain a 20-megabyte RAM buffer so that recent sessions can be played back upon seizure."

•Readers of the April issue of *Macworld* magazine were treated to a look at the proverbial mouth of the gift horse. Users were interested in a new Apple System 7.5 "special offer" promotion that offers purchasers of single shrink-wrap copies their choice of a free gift.

Unfortunately for Apple's marketing department, the new special super-duper promotion (like many of the Cupertino wonder's other projects) was delayed. Originally scheduled to run from April to June, the promotion has been delayed and is now scheduled to run from the first of May to the end of July. It seems that by the time the decision was made to delay the promotion, it was too late to pull the ad out of the book. Ouch!

Tip City

•If you bought a Performa 575 from last October through December you may have discovered your computer has come up slightly short. It seems that the motherboards of these machines shipped without a component that lets it recognize some cards installed in the I/O Communications or Processor Direct (PDS) slots. The model has trouble with accelerators, fax modem, Ethernet networking, and the Apple IIe emulator cards.

Apple is sending out a notice to registered owners but if you've had problems, you should call the Apple Assistance Center at 1-800-767-2775.

•There's an unusual situation that has cropped up with some Performa 475, Performa 550, and Performa 63x machines—they don't want to be turned off! Occasionally the modem cable develops a short that prevents the Mac from shutting down when the action is selected from the Special or Apple menus. Users are forced to use the backside power supply switch, which still works.

The opposite used to happen every now and again on older Mac Plus-era machines when the Reset switch would stick. Instead of never turning off, the Mac would keep turning on and on and on ...

•Some of the new low-end Macs are using hard disks with IDE (Integrated Drive Electronics) interfaces instead of the traditional SCSI interface. IDE is the interface used most frequently on PCs but it "feels" just like the more familiar SCSI flavor to your applications, except most hard drive utilities.

It's simple to upgrade to a bigger drive, just plug in the new one and format with the Apple drive utility. It's a no-no to use Apple's SC drive utility to format non-Apple SCSI hard drives (it's a hack that attracts users too cheap to buy any of the good third-party drive utilities), but it works fine with the IDE drives. There's also Disk Manager Mac 4.0, a commercial utility by Ontrack Computer Systems that has focused on IDE drives. It costs about $70 list.

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What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its fifteen thousand international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684 ext. 8.

The BMUG Office, 2055 Center Street (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

The BMUG Helpline provides volunteer technical assistance and telephonic handholding for our members. If your question can't be answered on the spot, we try to get you in touch with someone who can help. Improve your Macintosh education and help others by becoming a Helpline volunteer!

BMUG has one of the most up-to-date, comprehensive software libraries around with hundreds of disks filled with the latest versions of public domain or shareware programs. BMUG also produces CD-ROM collections, including the digital video *TV-ROM ™Too*, and the *BMUG PD-ROM.*

Planet BMUG and BMUG Boston are graphical user interface FirstClass bulletin board systems, offering the latest in shareware, as well as news, private email, rumors, etc. With our 18-line capability, you can have access to BMUG almost 24 hours a day. It's easy to use, fun, and a great resource.

BMUG can be found on most online services, including e•World. BMUG can also be reached through the Internet network at *UG0001@applelink.apple.com*.

To get some further information about BMUG please write to: BMUG, 1442A Walnut Street, #62, Berkeley, CA 94709. If you prefer to phone our business office, call (510)549-BMUG, or fax (510)849-9026.

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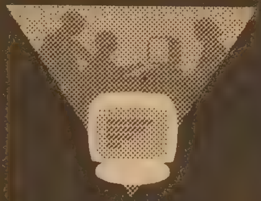

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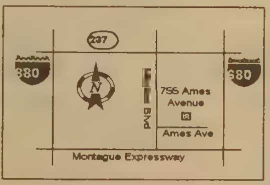


BY KEVIN SAVETZ

Help For UNIX Beginners

Two new books for the UNIX user.

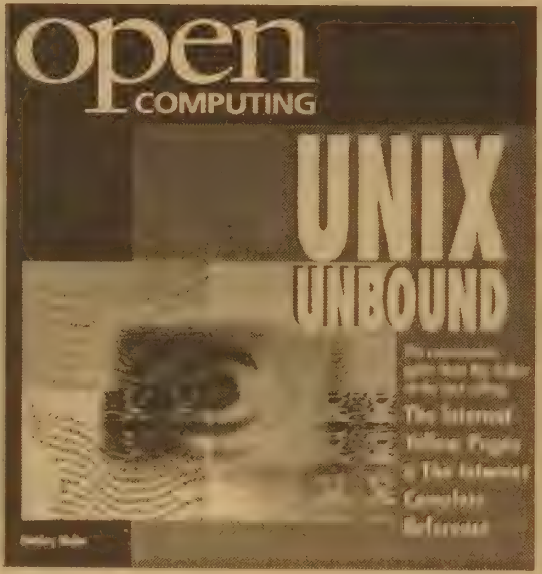
The UNIX operating system—granddaddy of MS-DOS and longtime backbone to most everything that happens on the Internet—has been around for twenty five years or so. A lot has already been written about UNIX, but publishers continue to grind out books about this obtuse, sometimes cryptic operating system. Two of the latest books in this arena take a very different angle on UNIX.

UNIX Unbound, by prolific computerist Harley Hahn, is meant to take the newbie by the hand and bring them up to speed to the fundamentals of UNIX. It's almost frighteningly thick, approaching 800 pages, but is consistently thorough and accurate.

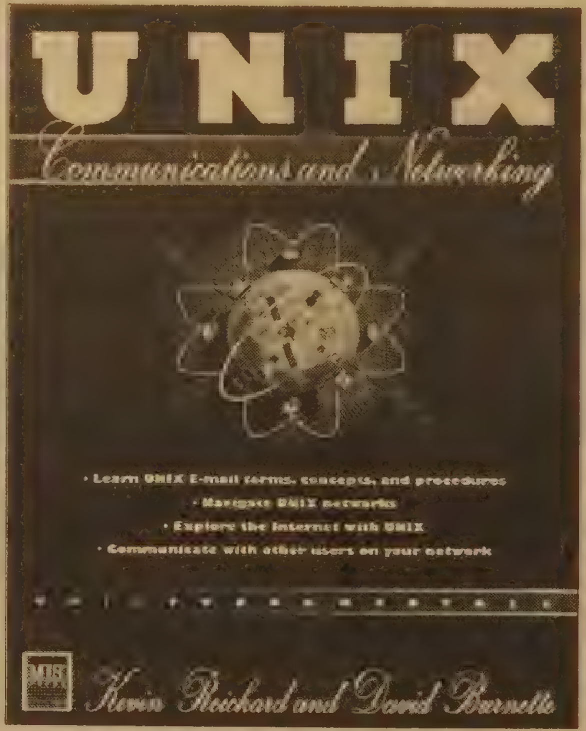
It is aimed primarily at those who will be accessing UNIX through a character-based interface rather than those sitting down in front of a graphical X terminal. There is only a single chapter on X Window, and presents a cursory understanding of how to start X and move around with it. The authors do a much better job dealing with the character-based interface, and cover the two standard flavors of UNIX: System V and Berkeley.

UNIX Unbound's structure takes a no-nonsense, start-to-finish tack in teaching the reader the way of UNIX—getting connected, using the keyboard, running programs you will want to use right away, reading online manuals, the UNIX "shell" interface (three different shells are covered), using the editors, working with files, and so on. Hahn handles each section thoroughly, but is reluctant to go back to a topic later in the book. As a result, complex concepts and tasks are sometimes covered earlier than perhaps they should be, and some relatively important tasks—like how to move between directories and delete files—aren't covered until very late in the book.

The organization and style of *UNIX Unbound* is better suited to those willing to spend some time learning the intricacies of the system rather than readers who just want to learn quickly how to log in, compose a letter, then email, and print it. If you're willing to dig in, *UNIX Unbound* will put you on the track to a strong understanding and familiarity with UNIX.



UNIX Unbound
BY HARLEY HAHN
Osborne/McGraw Hill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BY KEVIN REICHARD AND DAVID BURNETTE
MIS Press

UNIX Communications and Networking, by Kevin Reichard and David Burnette, is a book with a more specific goal. It's also directed at the UNIX beginner, but it's goal is to show the reader how to harness UNIX for communicating with others. Since the Internet is the de facto standard for networking and communicating with UNIX, Reichard and Burnette spend a lot of time discussing Internet tools, including USENET, email, telnet, and UUCP. The book is readable and breezy—it explains the concepts, defines the jargon, and explores the possibilities without getting bogged down in details.

Another way to put it is this: the book will make you understand the concepts and even get you going with simple UNIX networking tools—like electronic mail, USENET newsreaders, finger, FTP, and telnet. It doesn't, however, touch on slightly more complex issues and problems such as how to find a newsreader if one isn't already installed on your system, or popular alternatives to the talk command, should your version of talk not be compatible with the version used by the person with whom you want to talk.

UNIX Communications and Networking is an excellent starter to communicating on UNIX, but it just skims the surface. It won't replace a full-fledged Internet book (like *UNIX Unbound*) or a complete Internet book, but it can put you on the fast track to using email, and USENET, as well as understanding UUCP and other basics.

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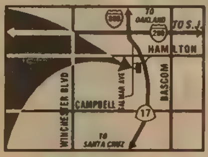

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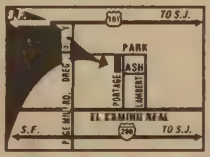

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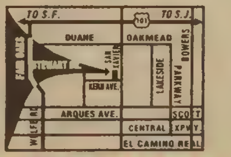

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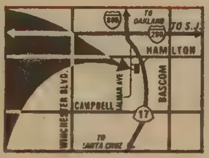
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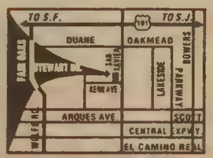
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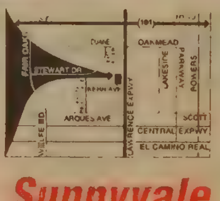

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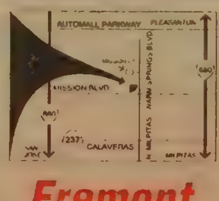

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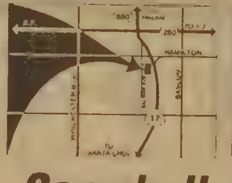

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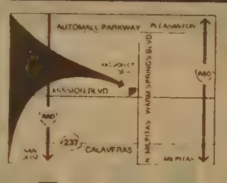

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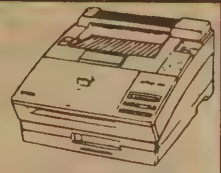

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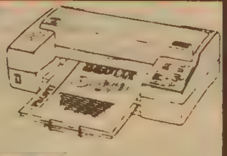

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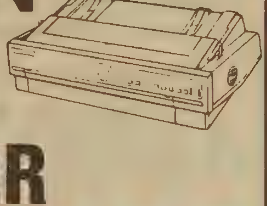

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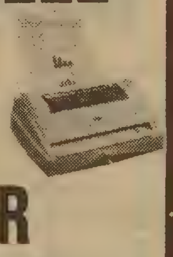

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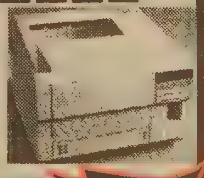

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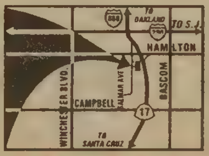
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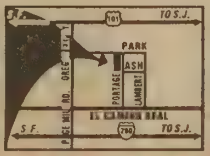
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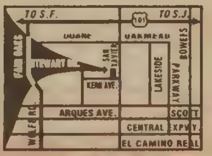
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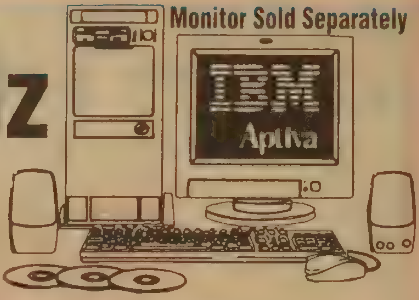

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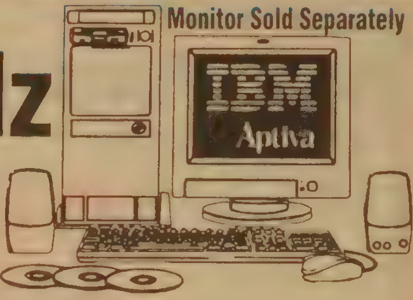

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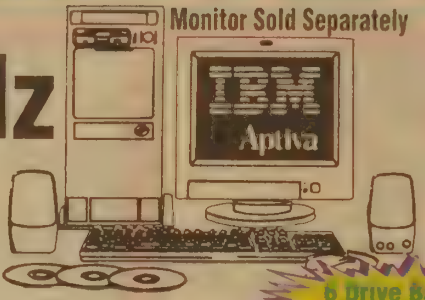

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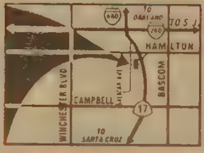
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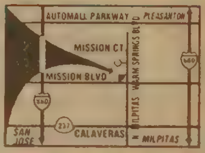
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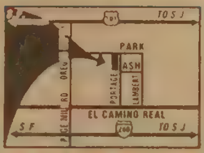
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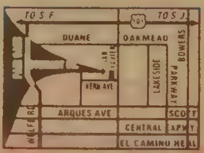
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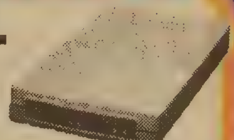

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- Saves long distance phone costs through faster transmissions
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- Protects your investment with a 5 year warranty, backed by AT&T

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- 1000 password protected mailboxes

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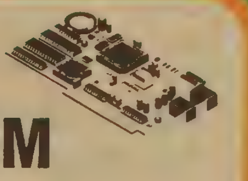

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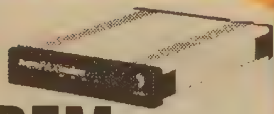

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Top-rated fax & data software • Easy-to-install, easy-to-use
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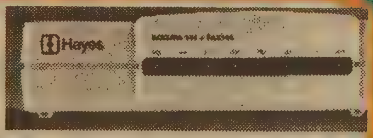
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- Group 3 Fax
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- Cables included

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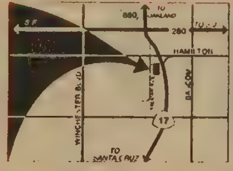
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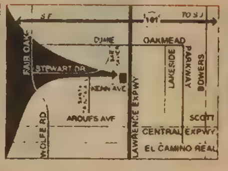
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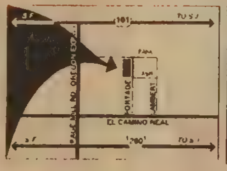
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Includes MaxFax Software from Prometheus
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- 5 Year Warranty

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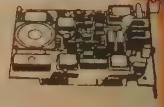

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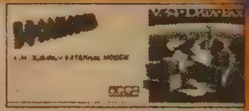

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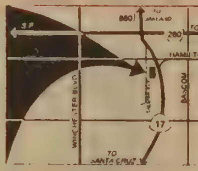
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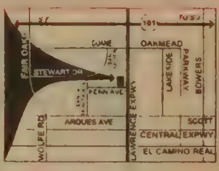
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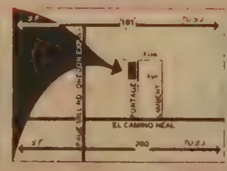
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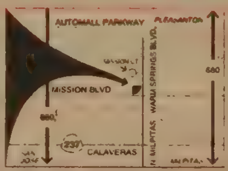
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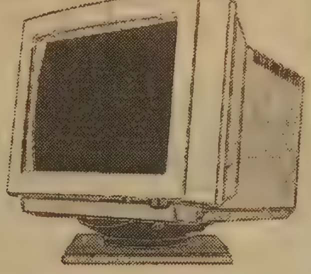

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1024 x 768
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DIGITAL CONTROL
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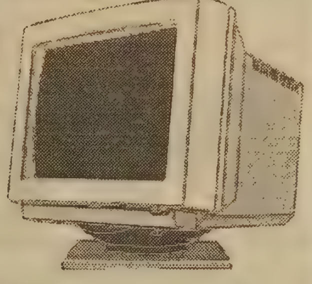

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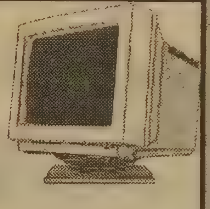

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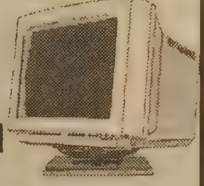

1280 x 1024
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Flat Screen

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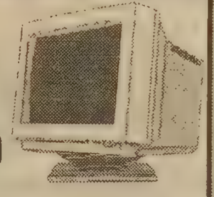

1024 X 768
NON-INTERLACED

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1024 X 768 • Non-Interlaced .31 Dot Pitch • Flat Screen
INVAR Shadow Mask • 70Hz Refresh VESA
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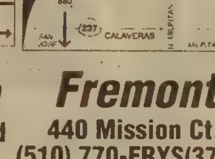
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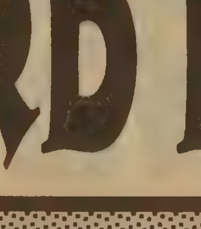

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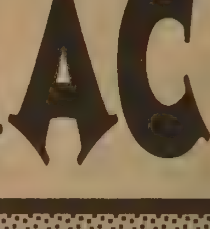

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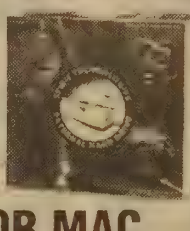

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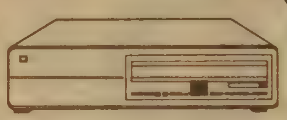

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- Cables, terminator, and formation software included
- 3.5", 270MB cartridge included!

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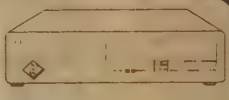

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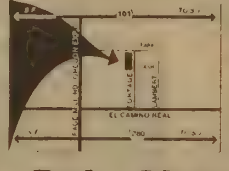
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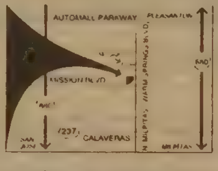
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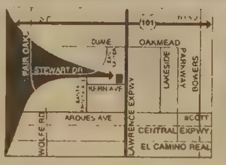
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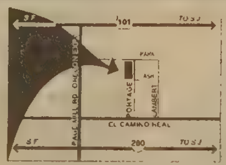
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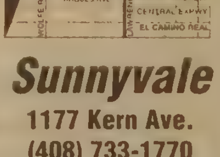

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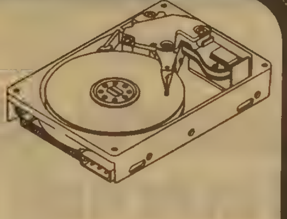

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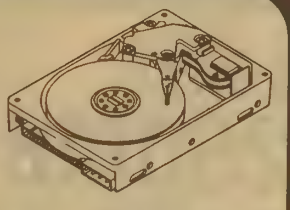

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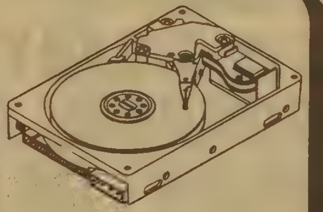

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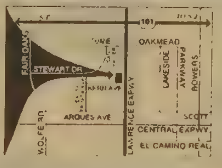
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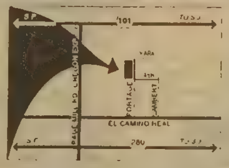
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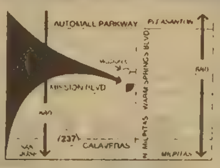
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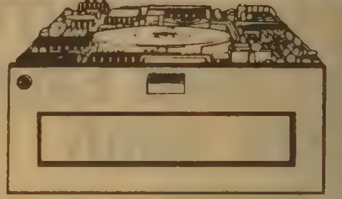

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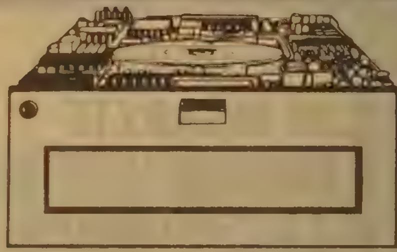

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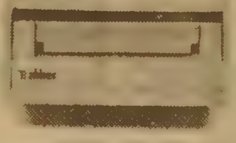

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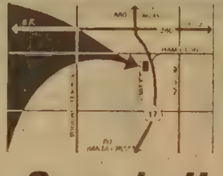

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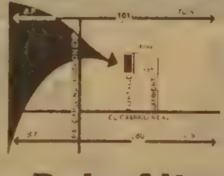

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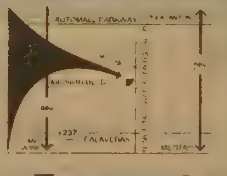

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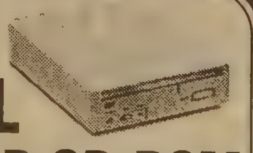

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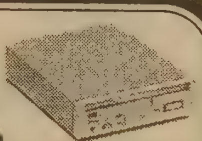

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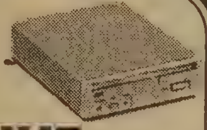

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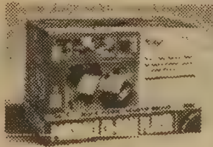

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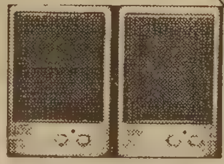

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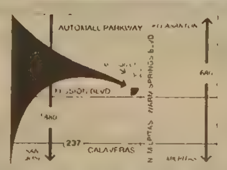

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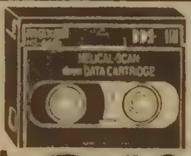

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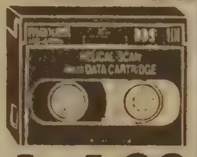

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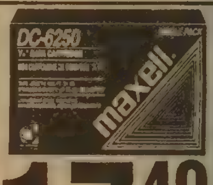

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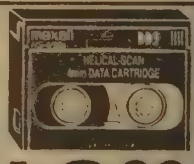

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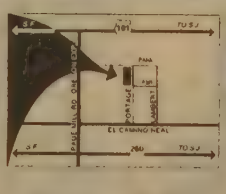

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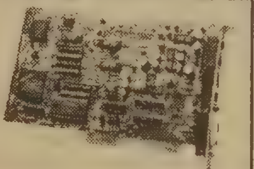

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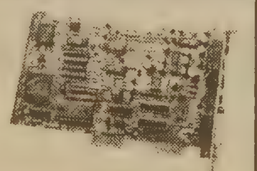

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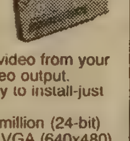

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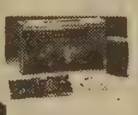

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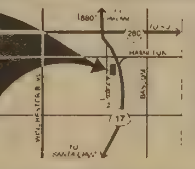
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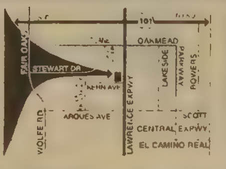
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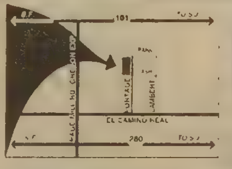
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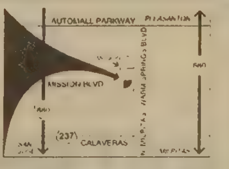
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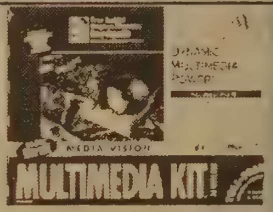
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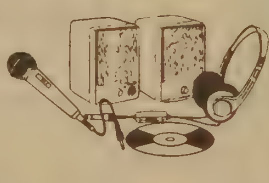

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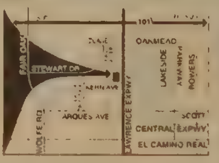
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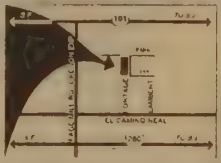
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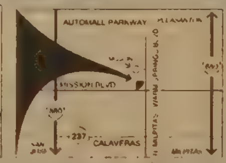
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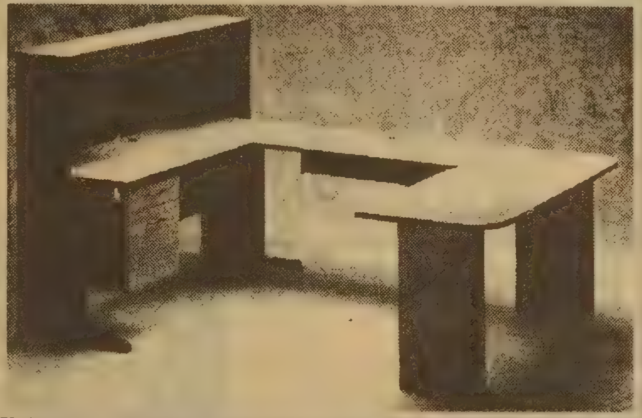

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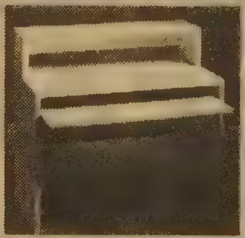

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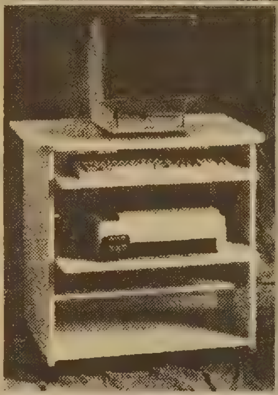

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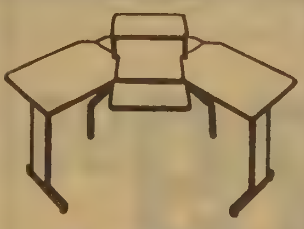

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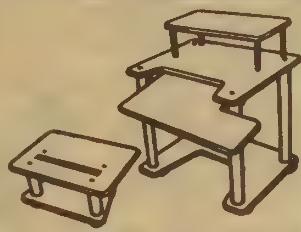

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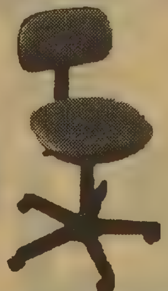

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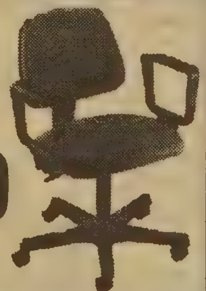

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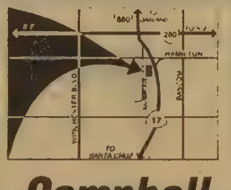

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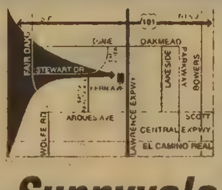

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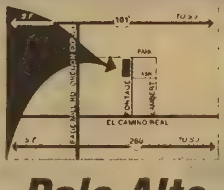

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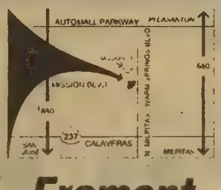

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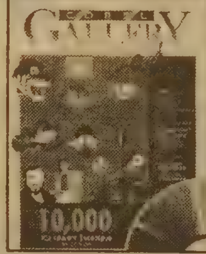

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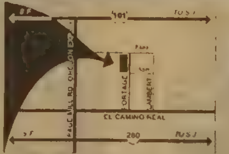

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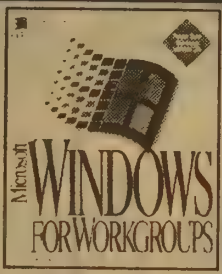

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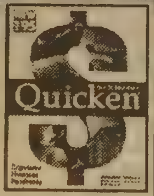

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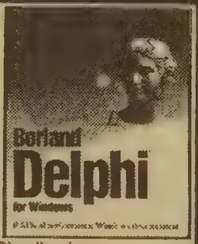

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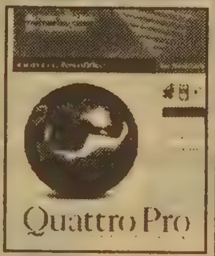

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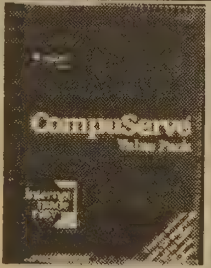

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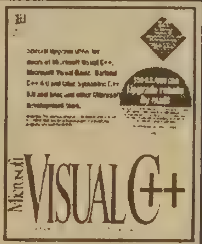

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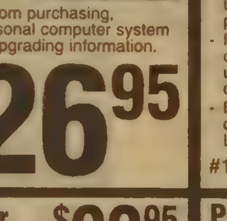

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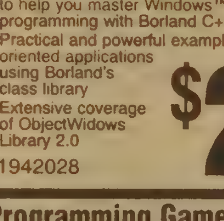

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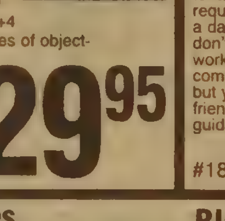

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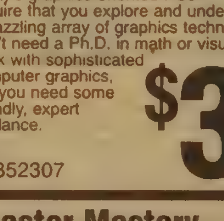

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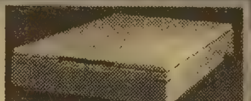

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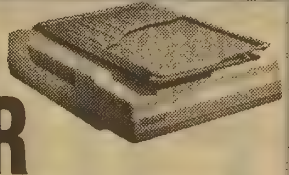

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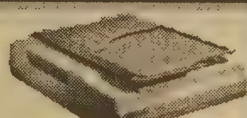

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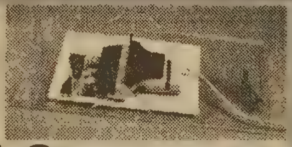

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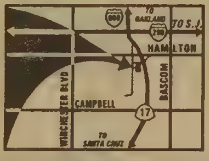

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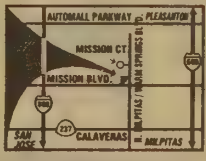

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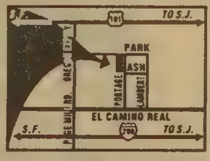

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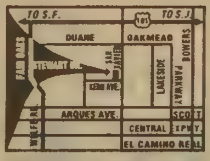

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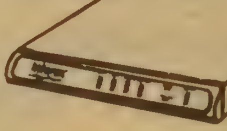

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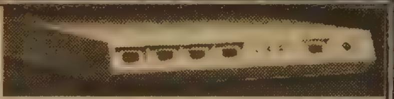

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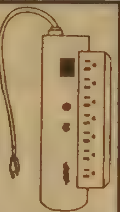

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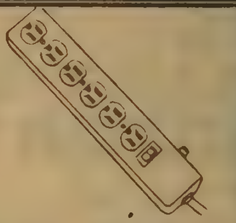

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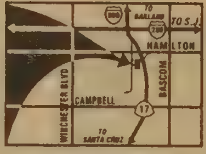
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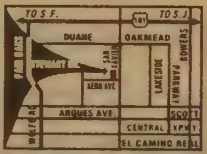
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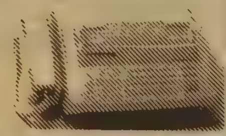

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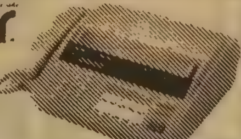

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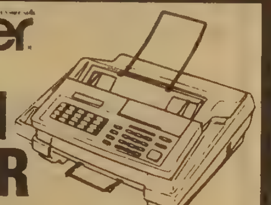

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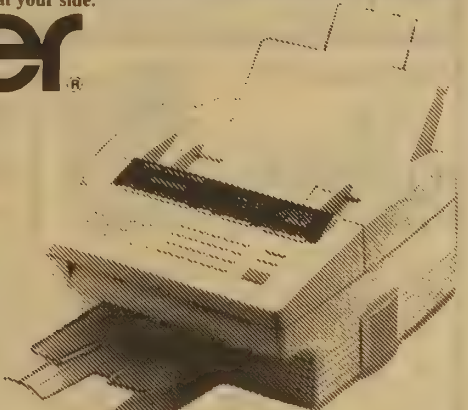

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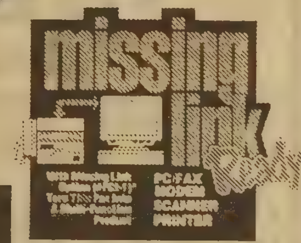
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9AM - 8PM
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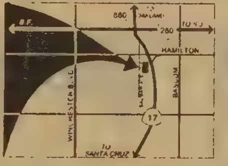
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BASCOM
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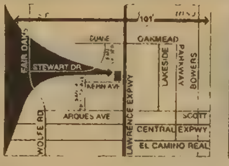
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FAIR OAKS
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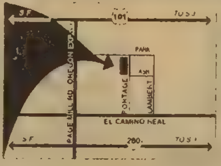
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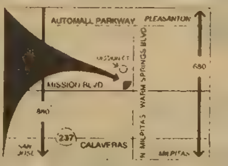
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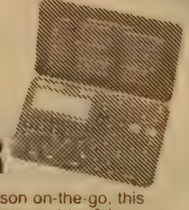
SHARP ORGANIZERS

SHARP

34K PERSONAL ORGANIZER



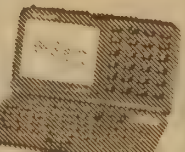
Perfect for the business person on-the-go, this compact data bank incorporates a 14 x 3 line display, built-in calendar, schedule, phone /memo, memo pad, expense, clock, anniversary, and calendar functions as well as QWERTY keyboard to simplify data entry. Once you've used this electronic marvel, you won't leave your home or office without it.

$\$49^{95}$

Model YO-110
#1741472

SHARP

128K ELECTRONIC ORGANIZER



The Sharp YO-370 is a pocket sized, personal information and time management tool that allows you to link it to a PC (with optional accessory). Keep a log of all upcoming projects and sort your list by priority. Track your business and personal expenses and summarize them by day or between days. It also stores birthdays, anniversaries and holidays and provides advance warning for these important events. Stores 1,680 names and numbers or 1,040 schedule appointments. (128K) all for the low price of ..

$\$118^{95}$

Model YO-370
#1955367

SHARP

512K PEN BASED ORGANIZER

512K of memory, easy-to-use database, calendar, schedule, anniversary, phone directories, to do lists, PC/Mac connectivity as well as, standard infrared communications capability for sending data to another wizard or a printer, make this Sharp organizer an excellent investment for anyone with too much to do and to little time to do it in! Now just...

$\$399$

Model OZ-9520
#1902897

ROYAL ORGANIZERS

ROYAL

PERSONAL ORGANIZER

Royal has designed a pocket-sized personal organizer with an easy-to-read 3 line by 12 character display, RapidTouch over-sized QWERTY keyboard, a schedular function with alarms, telephone directory, memo file to store important notes and information, home/world tome, and a 10 digit calculator. All for just...

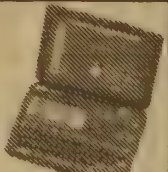
$\$24^{99}$

Model DM-80
#1997604

ROYAL

66K PERSONAL ORGANIZER

WITH BUILT-IN AUTO PHONE DIALER



This unique personal organizer allows you to dial stored numbers using any touch tone phone automatically! Other features include 66K memory, an easy-to-read 3 line by 14 character display, RapidTouch over sized keyboard, telephone/business card memory to store names, addresses, phone, fax or pager numbers, schedular, memo file, to-do file, programmable expense manager, and much more. Now only .

$\$69^{95}$

Model DM-166 Plus
#1997637

ROYAL

128K PERSONAL ORGANIZER

WITH BUILT-IN INFRARED UNIT TO UNIT DATA TRANSFER

Royal has packed the power of 128K of memory storage with the built-in ability to transfer data between selected Royal Organizers via infrared to give you the best personal management value available today Other features include a wide 3 line by 18 character display, 3 separate programmable expense manager files, telephone/business card directory file, to-do list and memo files, schedular with alarms, home/world time, metric and currency conversion capabilities, and much more. An excellent value at..

$\$79^{99}$

Model DM-2128
#1997589

PALMTOP COMPUTERS

PSION SERIES 3

POCKET SIZED 512K COMPUTER

WITH BUILT-IN SPREADSHEETS

Psion has redefined the state of the art in hand held computers with the new Series 3. It may be small, but this pocket-sized programmable computer comes equippedwith features found in desktop machines plus powerful built-in software, including a full specification word processor and outliner that's compatible with Microsoft word When using the Series 3 you will quickly learn from the system of graphic displays and option list how easy the Series 3 is to use. And with Psion's unique Multitasking Operating System, as many of the facilities as you want can be used at the same time! Other features include an automatic phone dialer,world information, a time and personal management file, powerful graphics programming language (OPL/w) which will enable you to write your own applications and two expansion ports for plug in SSD devices for unlimited memory and software.

$\$399$

Model SERIES 3A
#1843567

HEWLETT PACKARD
Authorized Dealer

1MB PALMTOP COMPUTER

WITH 80x25 FULL SCREEN MS-DOS 5.0 & BUILT-IN POCKET QUICKEN

The smallest, lightest HP PC ever comes equipped with complete organizer software to manage your time, tasks and data, plus you can retrieve information instantly with a full range of built-in personal productivity tools. The pull-down menus and dialogue boxes make it simple to master the familiar commands, and the high-resolution display with zoom option is easy to read ! With Lotus 1-2-3 built-in you will have full spreadsheet capability, including graphics and macros. Also includes CC:Mail built-in. Now only...

$\$498^{99}$

Model HP-200LX
#1941670

PCMCIA 1.5MB FLASH MEMORY CARD

MobileMax
1.5MB
Maxtor

For HP Palmtops
Maxtor 1.5MB

$\$149^{95}$

Model Mobile MAX
#1979758

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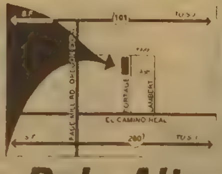

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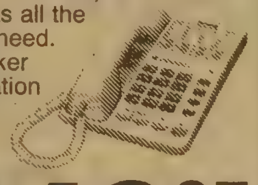
SPEAKERPHONES

Panasonic

SPEAKERPHONE



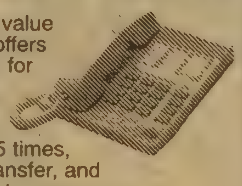
For the office or home, this phone has all the features you need. It has a speaker phone, 28 station automatic dialer, automatic redial and much more.

$49⁹⁵

Model KX-T2315
#1530100

Panasonic

SPEAKERPHONE



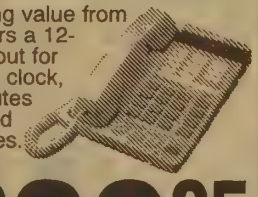
This outstanding value from Panasonic offers one-touch dialing for up to 28 16-digit telephone numbers, auto redial for up to 15 times, redial memory transfer, and a save button for temporary redial memory storage for only...

$59⁹⁵

Model KX-T2355
#1287186

Panasonic

LCD READOUT SPEAKERPHONE



This outstanding value from Panasonic offers a 12-digit LCD readout for phone number, clock, call timer (minutes & seconds), and operating modes. Perfect for the home or office at only...

$69⁹⁵

Model KX-T2365
#163665

MULTI-LINE PHONES

Panasonic

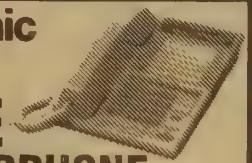
TWO-LINE PHONE

A two line phone doesn't have to cost a fortune. Panasonic has the low cost answer for you. This unit has a convenient auto dialer, conference calling and much more!

$69⁹⁵

Model KX-T3110
#1505313

Panasonic



2-LINE SPEAKERPHONE
WITH LCD DISPLAY

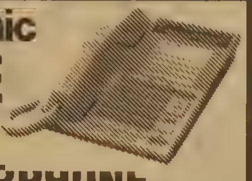
From Panasonic comes this fully featured 2-line speakerphone with LCD display, 3-way conference call, volume control for speaker and handset, 24-station one-touch dialer, auto redial, flash, separate ringer tone, line status indicator, memo dial, and save redial, all for only...

$89⁹⁵

Model KX-T3175
#1745122

Panasonic

THREE LINE SPEAKERPHONE
WITH LCD DISPLAY



From Panasonic comes this fully featured 3-line speaker-phone with LCD display, 3-way conference call, volume control for speaker and handset, 48-station one-touch dialer, auto redial, flash, separate ringer tone, line status indicator, memo dial, and save redial, all for only...

$169⁹⁵

Model KX-T3185
#1768039

HIGH TECH CORDLESS PHONES

Panasonic

30 CHANNEL PALM-SIZED EXTENDED RANGE 900MHz CORDLESS PHONE

This Panasonic 900MHz cordless phone features a unique palm-sized design with lighted keypad, 30 channel access, high gain rubber antenna, reversible handset, sound charger, noise reduction technology, and more, all for just....

$199⁹⁵

Model KX-T9500
#1948839

Panasonic

10 CHANNEL CORDLESS PHONE
WITH 30 MINUTE CAPACITY ALL DIGITAL ANSWERING MACHINE

Panasonic has combined a premium performance 10 channel cordless phone with features that include LCD display on handset, 21 day battery stand by, intercom, 2-way paging, 10 number speed dialer and a 30 minute all digital answering machine that offers 4 mail boxes, voice time/day stamp, message scan (plays first 5 second of each ICM), message transfer, selective message delete, 2-way recording, and much more. Now only...

$279⁹⁵

Model KX-T4600
#1841934

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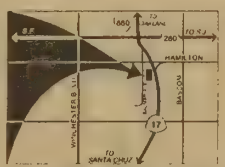
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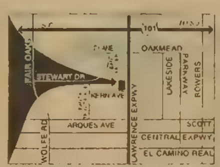
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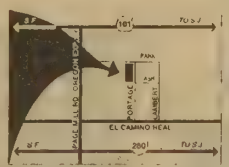
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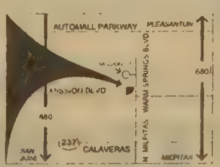
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SPEAKERPHONE
WITH 20 NUMBER MEMORY

The convenience of a handsfree speakerphone allows you to do other tasks while having a conversation on the phone. Features include 20 number memory, last number redial, mute, in-use indicator light, and more. An excellent addition to any home or office at only...

$14.99

#1915712

AT&T

SPEAKERPHONE

AT&T's popular speakerphone comes equipped with 12 number memory, redial, ringer adjust, mute, flash, and receiver volume control (a helpful feature for those who are hearing impaired or in a noisy environment). Now just..

$49.95

Model 706
#1781315

Panasonic

LCD READOUT SPEAKERPHONE

This outstanding value from Panasonic offers a 12-digit LCD readout for phone number, clock, call timer (minutes & seconds), and operating modes. Perfect for the home or office at only...

$69.95

Model KX-T2365
#163665

SONY.

TWO-LINE FEATURE PHONE
WITH SPEAKERPHONE

Phones with 2-line operation are relatively common, but this phone offers a distinctive ring for each line! The LCD indicator will tell you the number dialed and the time. Now only..

$79.95

Model IT-D250
#1516904

MULTI-LINE PHONES

GENERAL ELECTRIC
GE We bring good things to life

TWO-LINE TELEPHONE

This ingenious telephone uses dual ringers with distinct ringer sounds and seperate ringer controls for each line! By pressing the conference button you will be able to conduct a three way conversation. An excellent value at only...

$39.95

Model 2-9420
#1674288

Panasonic

TWO-LINE PHONE

A two line phone doesn't have to cost a fortune. Panasonic has the low cost answer for you. This unit has a convenient auto dialer, conference calling and much more!

$69.95

Model KX-T3110
#1505313

Panasonic

TWO-LINE SPEAKERPHONE
WITH LCD DISPLAY

From Panasonic comes this fully featured 2-line speakerphone with LCD display, 3-way conference call, volume control for speaker and handset, 24-station one-touch dialer, auto redial, flash, separate ringer tone, line status indicator, memo dial, and save redial, all for only .

$89.95

Model KX-T3175
#1745122

AT&T

THREE-LINE SPEAKERPHONE

AT&T's multi-functional centrex compatible 3-line speaker -phone comes equipped with page, intercom, 3-way conference, LCD display, 40 number memory, auto line selection, hold, do not disturb function, auto-redial, mute, programmable pause, call transfer, flash, seperate ringer controls, and more, all for only.....

$179.95

Model 843
#1853892

ALL DIGITAL ANSWERING MACHINES

BELL Phones
BY NORTHWESTERN BELL PHONES

ALL DIGITAL ANSWERING MACHINE
WITH TIME DAY STAMP & 13 MINUTE CAPACITY

This fully featured all digital answering machine from Northwestern Bell comes equipped with Time/Day Stamp, Programmable Security, Selective Skip or Erase, Call Screen, Extension Pickup, Auto Disconnect, Multiple Memo Record, Toll Saver, VOX 13-Minute Capacity, Remote Access, and much more! An incredible value at just

$49.99

Model 700
#1964820

AT&T

ALL DIGITAL ANSWERING MACHINE

This AT&T answering system utilizes tapeless digital technology to ensure consistent recording quality over the life of the system. The convenience of new message playback, outgoing message bypass, remote system turn on or off and remote message recording makes this an excellent value at only

$59.95

Model 1710
#1853906

GENERAL ELECTRIC
GE We bring good things to life

ALL DIGITAL ANSWERING MACHINE
WITH THREE MAIL BOXES

With three mailboxes to choose from, members of the household can have messages stored for them in their own mailbox! The all digital capability eliminates the need for moving parts and allows for instant playback of incoming messages-no need to wait for a tape to rewind or fast forward! Other features include voice time/day stamp, two outgoing messages, digital counter, selective message erase and much more for only...

$79.95

Model 2-9876
#1839261

AT&T

10 CHANNEL CORDLESS SPEAKERPHONE
WITH 26 MINUTE CAPACITY & ALL DIGITAL ANSWERING MACHINE

From AT&T the leaders in telecommunication technology comes this state-of-the-art 10 channel cordless speakerphone with 26 minute capacity All Digital Answering Machine. With features that include 2-Way Page and Intercom, Hold, Last Number Redial, Time/Day Stamp, Multiple Outgoing Announcements, Voice Prompts, Digital LED Message Display, Call Intercept, Call Screening, and much more, AT&T has developed an invaluable addition to any home or office for just..

$219.95

Model 5650 #1919543

900 MHz CORDLESS PHONES

uniden

40 CHANNEL 900MHz CORDLESS PHONE

Uniden's latest 900MHz cordless phone gives you unparalleled range and performance along with premium features that include 40 channel selection, call monitor, 2-way/hands-free intercom, 10 number memory, mute, last number redial, flash, and much more, all for just....

$189.99

Model EXP-901
#1965005

muratec™

60 CHANNEL ULTRA LONG RANGE 900MHz CORDLESS PHONE

Compact in design, but powerful in performance, this 60 channel, long range 900MHz phone offers 10 number speed dialer, last number redial, flash, intercom/paging, mute, and much more. Now just...

$199.95

Model CP-900
#1986611

AT&T

DIGITAL 900MHz DUAL KEYPAD CORDLESS SPEAKERPHONE

AT&T, the leader in digital telephone technology once again leads the way into the future with the introduction of this 900MHz cordless phone. By operating at the 900 MHz frequency range rather than the conventional 46 to 49 MHz range, this AT&T cordless phone will provide clearer transmission with less noise and interference from other electronic devices, as well as extended range performance! Features include 10 number memory, mute, hold, flash, last number redial, one-way paging, out-of-range-indicator, digital voice encryption, and much more for only...

$249.95

Model 9120
#1853261

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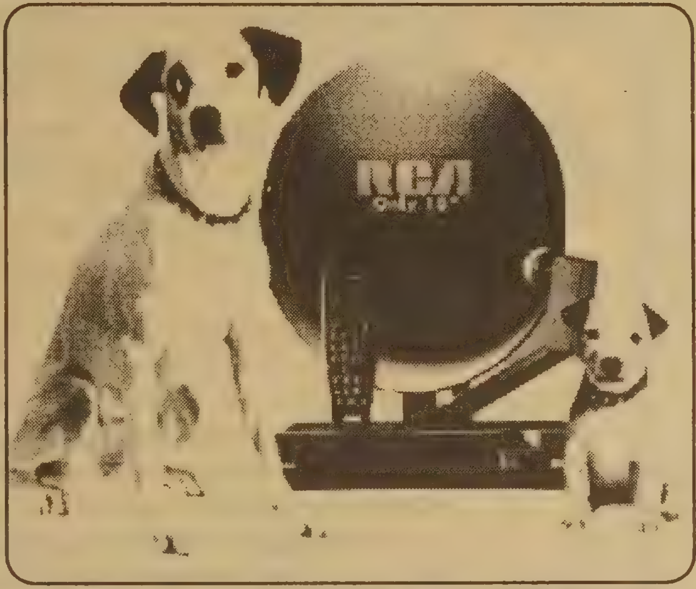

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2 "THE MOVIE" CHANNELS
3 CINEMAX CHANNELS
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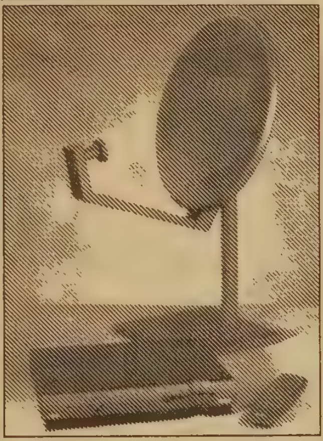
DIGITAL SATELLITE SYSTEM (DSS) DISH AND RECEIVER



Enjoy over 150 channels of top-notch entertainment with the crystal, digital clarity of the new RCA DSS system. CD quality sound and over 400 lines of video resolution, provide an incredible entertainment experience. Let Fry's and RCA help you drive on the Information Superhighway!!!

LIMITED QUANTITIES

$698

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Fantasies

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buried in a massive "anti-terrorism" bill authored by Senators Biden and DeConcini. Their Senate Bill 266 declared, "It is the sense of Congress that providers of electronic communications services and manufacturers of electronic communications service equipment shall ensure that communications systems permit the government to obtain the plain text contents of voice, data, and other communications when appropriately authorized by law."

Bill Murray, then a computer security consultant to the NSA, wrote (emphasis added):

"The referenced language requires that manufacturers build trapdoors into all cryptographic equipment and that providers of confidential channels reserve to themselves, their agents, and assigns the ability to read all traffic.

"Are there readers of this list that believe that it is possible for manufacturers of crypto gear to include such a mechanism and also to reserve its use to those 'appropriately authorized by law' to employ it?

"Are there readers of this list who believe that providers of electronic communications services can reserve to themselves the ability to read all the traffic and still keep the traffic 'confidential' in any meaningful sense?

"Is there anybody out there who would buy crypto gear or confidential services from vendors who were subject to such a law?

"David Kahn asserts that the sovereign always attempts to reserve the use of cryptography to himself. Nonetheless, if this language were to be enacted into law, it would represent a major departure. An earlier Senate went to great pains to assure itself that there were no trapdoors in the DES [federally adopted Data Encryption Standard]. Mr. Biden and Mr. DeConcini want to mandate them.

"The historical justification of such reservation has been 'national security'; just when that justification begins to wane, Mr. Biden wants to use 'law enforcement.' Both justifications rest upon appeals to fear.

"In the United States the people, not the Congress, are sovereign; it should not be illegal for the people to have access to communications that the government cannot read. We should be free from unreasonable search and seizure; we should be free from self-incrimination.

"The government already has powerful tools of investigation at its disposal; it has demonstrated precious little restraint in their use.

"Any assertion that all use of any such trapdoors would be only 'when appropriately authorized by law' is absurd on its face. It is not humanly possible to construct a mechanism that could meet that requirement; any such mechanism would be subject to abuse.

"I suggest that you begin to stock up on crypto gear while you can still get it."

The Net went ballistic over this Orwellian mandate.

When Murray's message flashed across the nets, thousands of us were infuriated—and frightened.

PGP—Pretty Good Privacy

Prior to this, Phil Zimmermann, a sometime cryptographer and small computer consultant near the University of Colorado in Boulder, had been developing a PC implementation of public-key encryption, as described in the open literature, published worldwide more than a decade earlier. He had idle thoughts of possibly making it available as shareware, perhaps for educational purposes for fellow crypto hobbyists. He called it, "PGP"—Pretty Good Privacy.

But public-key crypto using any reasonably robust key sizes is reputed to be uncrackable. And intentionally building a back door into a beautiful crypto implementation is about like welding a tractor tire on the back of a classic '63 Corvette—*obscene!*

Kelly Goen, located in the San Francisco Bay Area, was also interested in crypto. He and Zimmermann became acquainted—as is common among technoids with similar interests. In that context, Zimmermann apparently give Goen a copy of PGP—also common behavior among us propeller-heads.

S. 266 Goads Guerrilla Crypto

When Murray's message flashed across the nets, thousands of us were infuriated—and frightened. In the wake of the Gulf War, S. 266 seemed likely to become law, permanently prohibiting Americans from having the privacy protection that technology could easily provide.

S. 266 would also prohibit PGP—at least in any respectable form.

So—with more than a little of the spirit of freedom that is the heritage of all Americans, and to help citizens "stock up on crypto gear while you still can"—it was decided to make this privacy protection tool available to everyone, immediately. Goen would upload copies—fully annotated sources, binaries, and documentation—to as many BBSes (bulletin board systems) and host computers around the United States as possible. Zimmermann agreed—especially since S. 266 would soon outlaw PGP.

A Nighttime Call

Goen sent email to *MicroTimes* on May 24th, saying, "The intent here is to invalidate the so-called trap-door provision of the new Senate bill coming down the pike before it has a possibility of making it into law." He said we could publish details about it, "provided of course mum is the word until the code is actually flooded to the networks at large."

He also called me—as a *MicroTimes* columnist, and probably because I had organized the recently completed First Conference on Computers, Freedom & Privacy, or maybe because of my comments on the Net critical of the S. 266 mandate.

I had several conversations with Goen, and later with Zimmermann—who seemed more passive about the project. Now, four years after the fact, this is reconstructed from random notes I took at the time, plus my recollections—some of which remain quite vivid.

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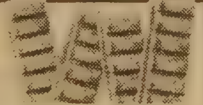

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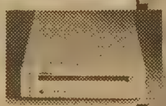

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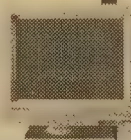

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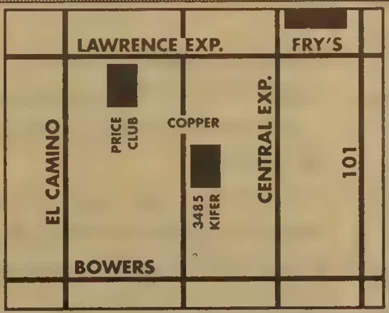

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D-Day, Defending Freedom

On a weekend around the first of June, Goen began uploading complete PGP to systems around the US. He called several times, telling me his progress.

He was driving around the Bay Area with a laptop, acoustic coupler, and a cellular phone. He would stop at a pay phone, upload a number of copies for a few minutes, then disconnect and rush off to another phone miles away.

He said he wanted to get as many copies scattered as widely as possible around the nation before the government could get an injunction and stop him.

I thought he was being rather paranoid. In light of the following, perhaps he was just being realistic.

Government Counterattacks

About two years after the PGP uploads, the government began threatening to prosecute Zimmermann for illegal trafficking in munitions—cryptography. For almost two years, they have been investigating whether he "exported" PGP. It appears at press time that they will probably prosecute him.

The allegation seems to be that, since he permitted someone else—over whom he had no control, anyway—to upload PGP to some Internet hosts *inside* the United States, Zimmermann thus exported this controlled munition!

This ignores the fact that most of those same Internet hosts also have DES crypto software from AT&T, Sun, SCO, and BSD, part of their standard domestic UNIX systems. The DES is under the same export prohibition as PGP. The same is true for RSA's public-key crypto tools that reside on thousands of Internet hosts around the nation.

This bizarre lunacy also ignores that public-key was published, worldwide, fifteen years ago, and is available from numerous foreign software competitors including entrepreneurs in former Easter Bloc countries—as is the DES.

Based on what they told me at the time and everything I've learned since then:

- Zimmermann never even uploaded PGP files for public access.
- Goen studiously limited his uploads to US systems, as permitted by law and routinely done with identically regulated AT&T and RSA software.
- They certainly didn't care about exporting PGP. Hell, most of the rest of the world already purchases public-key products from numerous vendors *except* US companies.

They *did* want to preempt S. 266 before it became law—just as millions of people do all the time regarding all sorts of pending legislation. And the offending mandate was later deleted from S. 266, anyway.

Zimmermann and Goen wanted to protect this nation's citizens. S. 266 wasn't threatening other nation's citizens; it was threatening Americans!

Why The Persecution?

Some apologists say the government is just trying to clarify the law. *Bull!*

If that's what they want, they should investigate and prosecute AT&T or Sun or SCO or RSA. Each makes millions peddling systems to US Internet host owners that include identically controlled crypto modules, particularly including RSA public-key packages that are at least as powerful as PGP.

But thugs don't pick on targets that can defend themselves. Goons go for the frail and weak and helpless—like Phil Zimmermann.

Maybe this is a rogue prosecutor trying to make a name for himself. But apparently Keane can't seek a grand jury indictment for this "crime" without clearance from the Department of Justice in Washington.

Maybe it's just our government wasting thousands of staff hours and millions of dollars to publicly flog Zimmermann as a lesson to any other pissant citizen who dares to do what AT&T, Sun, and RSA can do with impunity.

This appears to be nothing less than an arrogant, oppressive government using all of its might and all of its power to flail and torture one poor citizen, to teach him that he is dirt and intimidate everyone else.

Is this what our nation has become? Is this the America we want?

Coincidental Subpoena?

As a footnote, I must say that my initial assumption was that the agents' arrival two days after my op-ed piece appeared was simply coincidental—that they were just now getting around to tying up loose ends of this wasteful multiyear investigation. They said they were responding to a letter I had sent to the grand jury a year or two earlier, when I first heard they were investigating Zimmermann.

As I write this, and try to maintain some slight semblance of reason, about half the time I think the timing was accidental—and half the time I think I'm being naive.

A Frightening Experience

But I gotta tell ya, I awakened hours before dawn this morning, wondering if somehow I was going to be the next victim of this governmental obscenity. The government's stated policy is to attack opponents with overpowering force. They are certainly doing that to Zimmermann.

I feel threatened and intimidated—and furious and outraged that it should be happening in MY nation, prosecuted by MY government.

I cry for what Phil Zimmermann must be going through. He had little financial resources to begin with; this has already cost him, dearly. For almost two years, he has been under the horrifying threat of wasting all of his assets including his home, just to defend himself against the outrageous abuse of a federal government that will go to any expense to *"win."*

And if Zimmermann loses, he goes to prison for years of *mandatory* incarceration. When he comes out, his young daughter will be a teenager. All because he dared to write a cryptographic program that the government couldn't crack, that someone else made available to US citizens.

Is this what our nation has become? Is this the America we want?

If there is any justice remaining in this nation, this screams out for immediate redress!

Folks who care can send *much*-needed donations to the Zimmermann legal defense fund in care of his attorney, Phil DuBois, 2305 Broadway, Boulder, CO 80304; (303)444-3885; *dubois@csn.org*. ■

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RSA Data Security Conference

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I would be a little bit skeptical that quite all that has been promised will come to pass. In a few days you will hear a State of the Union message where it can safely be predicted, of course, that the president will be trying to regain the initiative. We may see a much-revivified president prepared to challenge the notion that the foundations of a new political order have indeed been laid.

But as I shook hands with the new Speaker last Wednesday, and had an opportunity for a brief conversation with him, even more so was I strengthened in the belief that something rather profound has occurred.

I went next to the offices of the new majority counsel of the Commerce Committee, which plays such an important role in the field of telecommunications. I talked not only with him but also with senior staff members, particularly those on the Telecommunications subcommittee, formerly headed by Ed Markey, now to be headed by Jack Field, the Republican from Texas, as the new chairman. They definitely will be returning very quickly, I gathered, to such things as the far-reaching Telecommunications bill that was dumped by Fritz Hollings rather unceremoniously back in October because he didn't want to make the accommodations that some members were seeking. There seemed to be a belief that that would be very much a priority item on the agenda of the committees.

I took the opportunity to speak with the new chairman of the House Judiciary Committee, an old friend of mine from Illinois, Henry Hyde. I talked to Henry about my concerns about the privacy issue and how it would be dealt with in the 104th Congress. I communicated those same concerns to the staff members that I have referred to.

I can only report that I got the very distinct feeling, both in my conversations with chairman Hyde when I was on the floor, and later in the committee offices with the chief aide to the subcommittee chairperson, that privacy views are something that they are interested in hearing about. I was told, "Be sure to mark it Personal when you send me a communication, and you can be sure that it is going to be read."

That encourages me. I don't want to be so overly optimistic that I think that the battle has been won and the war is over and all of the rest, but I like to believe in a new attitude that seems to be permeating the body—which is anti-regulation; which was elected, after all, on one overwhelmingly popular and basic premise, that government had stuck its long nose under the tent too far, in too many different ways. And as important as the deficit was, important as it was to talk to people about taxes and welfare reform, I think myself the most significant issue was that overpowering sentiment that we want a government restructured, and pulling back from some of the overly intrusive efforts it has been making.

In the EPIC *1994 Cryptography and Privacy Sourcebook*, which has been my Bible on this subject, I found the very informative testimony that Dr. Diffie [Sun Microsystems scientist Whitfield Diffie, cocreator with Stanford professor Martin Hellman of the public key concept] gave before the Law and Technology Subcommittee in May of last year. He made a very good point that I believe will resonate with the majority that is now in control, particularly of the House.

He said, "If cryptography comes to present such a problem that there is a popular consensus for regulation, this will be just as possible to accomplish in a decade as it is today. The horse will not be out of the barn. If, on the other hand, we set in place the precedent of building government surveillance capacities into our security equipment, we risk entrenching a bureaucracy that will not easily surrender the power that gives them that right." And having dealt with a bureaucracy over more than a score of years, I am convinced that from this distinguished scientist from the private sector came truly words of wisdom that will resonate very well with those who now are in majority control.

I believe that as they frame policies not only for the rest of this decade but even beyond, that they ought to keep in mind that the real engine that has spawned innovation and development in the field of technology is something that cannot be constrained artificially in a way that will depress the activity

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RSA Data Security Conference *continued...*

that ought to be going on.

We have heard very good testimony about the impact of export controls, that without the incentives for private industry to go ahead in technological innovations because of export controls, that we are at real risk of losing markets.

Although I have not yet talked to him, I did read the statement that the new chairman of the House Committee on Science, Congressman Walker from Pennsylvania, made in talking with five of the heads of scientific bureaucracies within the federal government. He said, and I quote, "You can expect to get less money, but you'll also be expected to make more cuts, to cooperate more with private industry, and to simplify and get past the idea that government programs give the government officials in charge of those programs a right to be contemptuous about the views of other people."

In other words, he said, if you're going to meet the scrutiny of oversight that this committee will hold, you've got to be prepared to demonstrate a more business-friendly approach.

The new majority in the 104th Congress has already demonstrated their acceptance that they believe in the globalization of the economy. It has arrived. They were the tower of strength to whom the current president was obliged to look before adjournment when Congress took up NAFTA. There was great dissention within his own party, and it was really the core of strength that he was able to hold onto there that enabled him to sign that legislation.

They accept the idea that, like it or not, we have arrived at a stage in our economic development where we have to participate in and be engaged in a global economy. That spells good news for those of us who feel that we are not participating to the full extent that we should in the global economy when we impose the kind of export controls that the government seems to be fond of.

The Undead Clipper

I should say a word about the question of the morbidity, or lack thereof of the Clipper chip program.

I am not satisfied when the vice president undertakes to write a letter as he did, suggesting that, "Well, this is only going to apply to telephone systems, and you really don't have to worry because we're open to alternative proposals of an undisclosed nature as we continue to deal with the problem." I'm not very convinced myself that this is going to mean any surcease from the relentless continuing effort of members of the intelligence community to go even further in the steps that they would like to see to control the encryption process.

I agree with my friend David Sobel, who will present his views later today, that once you start tinkering in this way to give parties in the government, outside the private sector, access into a system, you build vulnerability into the public key system that works well in our country. I would simply add to that my own feeling that the data protection industry cannot stop its continuing effort to see that the message is repeated loudly and clearly that the tinkering should stop. That back-door or trap-door methods of accessing private data with government agents heavily involved as key escrow agents is a fundamentally bad idea.

I go back to the House report that was issued way back in 1987 on the Computer Security Act that was enacted that year. As I read that report, I am convinced that what has gone on this past year truly violates the spirit of the Computer Security Act. Courts have many times said that they will look to the language of reports to construe and interpret the meaning of Congress in enacting legislation.

In that report, they warn about the NSA's involvement in the development of civilian computer standards. "It could have a chilling effect on the vigorous research and development that is ongoing in the academic community and the domestic computer industry [whose] rapid technological advances have been due in large part to being free to openly exchange ideas without governmental interference. NSA's inherent tendency to classify everything at the highest level is bound to conflict with this broader goal." Thus spake the representatives of the people when they enacted the Computer Security Act of 1987.

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I think that Roy Neal, who for a time served in the White House as a deputy chief of staff, said it well: "Our nation cannot be held hostage to inexpert analyses of telecommunications technology in the information age." He went on to say in the context of talking about proposals as recent as those offered in 1994, that "they would try to make Janet Reno, our attorney general, into something which she definitely should not be and was never trained to be, and that is a technology czar."

Spreading The Word

Before I conclude these remarks, let me talk to you briefly about just a couple of other things.

Let me take off my hat as a political analyst of recent events and what I think they portend, and talk about what you individually and as members of the data security industry ought to be doing.

You are among the most knowledgeable people in this esoteric field. There isn't anybody more than the four or five hundred people that are gathered before me in this room this morning who have more depth of knowledge, and who can explain it better. We need voices like yours, people who are knowledgeable, people who believe in the enterprise system, people who are concerned as you see trends emerging that are of little moment to most of your fellow citizens. If they are aware, it is only very dimly and in the vaguest kind of way that they are aware that there may be something in the Digital Telephony system or in the Clipper chip program that would have an impact on their lives.

Many of the concerns that I'm talking about this morning obviously go back to both the First Amendment and the Fourth Amendment, and the Fourteenth Amendment as that applies these amendments to the states. It was a great jurist, Learned Hand, who observed that "the First Amendment presupposes that right conclusions are more likely to be gathered out of a multitude of tongues, than through any kind of authoritative selection. To many this is folly, but we have staked upon it our all." That is the fundamental premise, the keystone in the arch, of our democratic society.

The Camel's Nose

There is a debate that has been ignited over a somewhat different subject, the fact that unsigned messages that circulate through cyberspace on a global computer network can not only provoke great mischief but even far worse results if that network is abused. Well, does that mean, as we search for some means of encouraging greater responsibility on the part of those who log on and use the facilities of that network, that we are going to first drop the First Amendment concerns that we have, as we seek to address problems of the anonymous communicator? I think that that would certainly be trading away a very important and precious right with no real assurance of success.

I wanted to mention one other thing that shows the currency of all this. Just before I came out here, I was given something that came out as recently as December 21, 1994. That's less than three weeks ago. The Bureau of National Affairs published the *Federal Guidelines for Searching and Seizing Computers.*

I'm not trying to be sensational, I'm not trying to be an alarmist, but I would suggest that even though the preface to these guidelines says that "they have no regulatory effect," "they are intended only as assistance rather than authority," "the facts of any particular case may require you to deviate from the methods that we generally recommend"—nevertheless the fact is in every US Attorney's office around the country, they now have a copy of this document, all before Congress has acted.

Since coming to California, I've learned that even though the official records disclose that while in a recent year less than one thousand wiretaps were actually conducted, despite all the case that's been made for expanding that authority, there are many thousands of unreported cases where illegal wiretaps go on.

There are people who even now, before and without guidelines, have been seizing computers. But it seems to me that when you have, at the very highest

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level of our national government, a circulation of what are in rather placating terms described as merely "guidelines" and not "regulations," it's a significant omen that there are people in positions of power who are determined to extend that activity. They want to make sure that the day comes when it can be formally recognized as part of the police power of the state. I think we ought therefore to pay special attention to matters of that kind when they are brought to our attention.

If we are going to engage in that kind of activity, we need not only oversight by the appropriate committees of Congress, but we need enabling and authorizing legislation before we take a giant step in the direction of saying that we are going to diminish the privacy aspect of the national information infrastructure of the information highway to that extent.

In closing, I would simply say this, that there are a lot of folks out there that are for data protection. If forty-seven thousand signatures could be assembled quickly on an electronic petition opposing the Clipper chip, it shows the vast resources that are available. There are vast resources available if we are knit together in a cohesive community, in a body of men and women who are sufficently interested and activated to move on what we deem to be threats to privacy. We can make our voices heard.

I frankly think that it would be a good idea to have a politically independent commission or body or board that would be made up of distinguished members of the private sector, with the power only to hold hearings and for the purpose of publicizing these incremental moves that come from time to time that otherwise are apt to go unnoticed.

I don't want another government regulatory agency, far from it. Quite to the contrary. I think the more that the public comes to understand the kind of issues that we have discussed this morning, the more that takes place, we can be assured that we will have the "participatory dialogue on self-government," the words of the Speaker with which I began the talk this morning.

And that, my friends, is the kind of revolution that I would like to see, the kind of revolution that would strengthen the sinews of our democracy and bring truly meaningful change. ■

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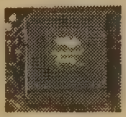

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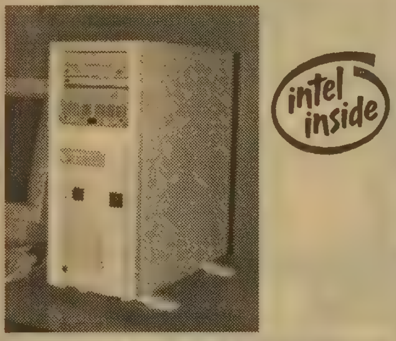
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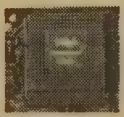

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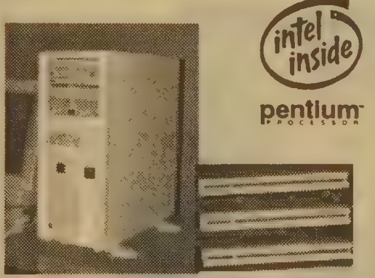
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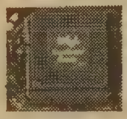

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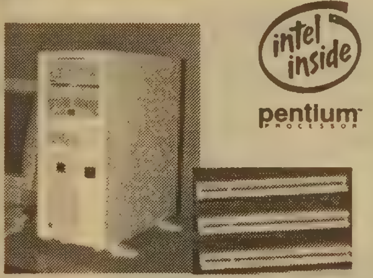
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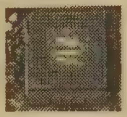

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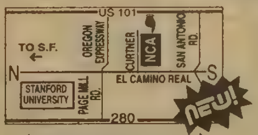
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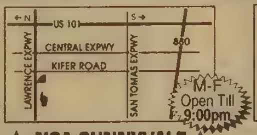
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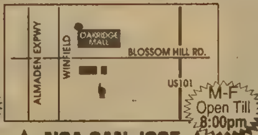
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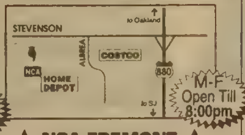
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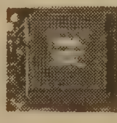

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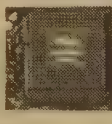

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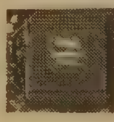

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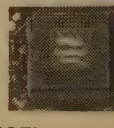

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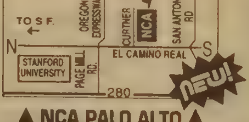
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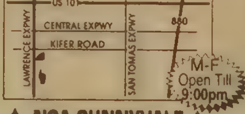
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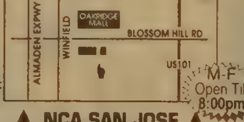
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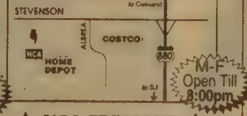
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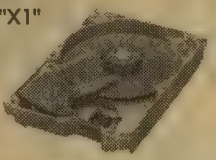

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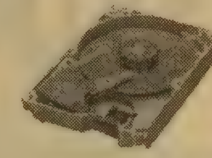

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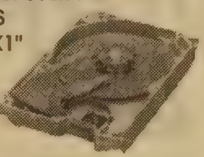

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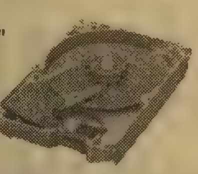
- 3.5"X1"

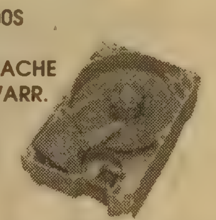


$279 95

EXTERNAL FOR PC OR MAC...$379 95

Quantum™
2.1GB SCSI-2 3.5" HARD DRIVE

- QM2100S
- 8.9MS
- 512K CACHE
- 5 YR. WARR.



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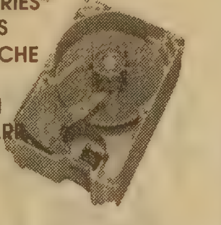
EXTERNAL FOR PC OR MAC...$979 95

Quantum™ NEW!
2.1GB SCSI-2 3.5" HARD DRIVE

- ATLAS SERIES®
- XP32150S
- 1MB CACHE
- 8.5MS
- 7200RPM
- 5 YR. WARR.



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Maxtor®
420MB IDE 3.5"X1" HARD DRIVE

- 7420AV
- 12MS
- 2 YR. WARR.

$179 95

Maxtor®
540MB IDE 3.5"X1" HARD DRIVE

- 7540AV
- 12MS
- 2 YR. WARR.

$212 95

Maxtor® NEW! IDE
1.2GB IDE 3.5" HARD DRIVE

- 71260A
- ENHANCED IDE
- 12MS
- 256K CACHE

$388 95

CONNER
420MB IDE 3.5"X1" HARD DRIVE

- CFS420A
- 14MS
- 3.5"X1"

$174 95

CONNER NEW!
850MB IDE 3.5"X1" HARD DRIVE

- CFA850A
- FAST
- 3.5"X1"

$259 95

CONNER NEW!
2.14GB SCSI-2 3.5" HARD DRIVE

- CFP2107S
- 8.5MS
- 7200RPM

$1055 95

EXTERNAL FOR PC OR MAC.$1155 95

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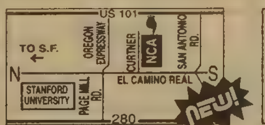
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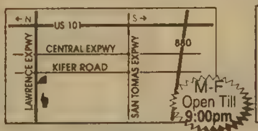
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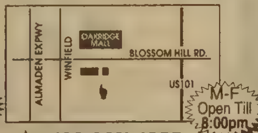
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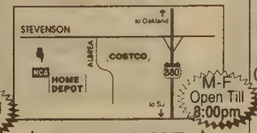
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HIGH QUALITY BRAND DRIVES

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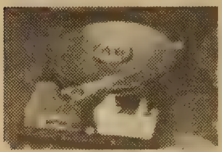
WESTERN DIGITAL

540MB IDE 3.5"X1"

HARD DRIVE

- WD2540
- 12MS
- 3.5"X1"
- 3 YR. WARR.



$219⁹⁵

WESTERN DIGITAL

NEW!

850MB IDE 3.5"X1"

HARD DRIVE

- AC2850
- 10MS
- 3.5"X1"
- 3 YR. WARR.

IDE

$259⁹⁵

WESTERN DIGITAL

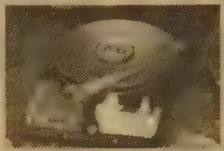
1.2GB IDE 3.5"

HARD DRIVE

- WD3200A
- 11MS
- 128K CACHE
- 3 YR. WARR.

IDE

NEW!



$399⁹⁵

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Seagate

NEW!

730MB IDE 3.5"X1"

HARD DRIVE

- ST3780A
- FAST
- 256K CACHE

$249⁹⁵

Seagate

1.0GB FAST SCSI-2 3.5"X1"

HARD DRIVE

- ST31200N
- 256K CACHE
- 9MS

EXTERNAL FOR PC OR MAC...$629⁹⁵

$529⁹⁵

Seagate

9.0GB INTERNAL SCSI-2

HARD DRIVE

- ST410800N
- 1024K CACHE
- 11.5MS
- 5 YR. WARR.

EXTERNAL FOR PC OR MAC...$3385⁹⁵

$3185⁹⁵

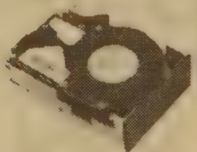
AND AS ALWAYS DON'T FORGET TO SEE OUR SUPER SPECIALS IN THE S.J. MERCURY NEWS!

MICROPOLIS

4.0GB SCSI-2 3.5"

HARD DRIVE

- MC3243S
- 8.5MS
- 5400RPM
- 5 YR. WARR.



$1535⁹⁵

MICROPOLIS

1.7GB IDE 3.5"

HARD DRIVE

- MC2217A
- 10MS
- 5400RPM
- 5 YR. WARR.

WHILE SUPPLIES LAST!

$599⁹⁵

MICROPOLIS

9.0GB SCSI-2 INTERNAL

HARD DRIVE

- MC1991
- 10MS
- 5400RPM
- 5 YR. WARR.

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$2745⁹⁵

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FUJITSU

530MB SCSI-2 3.5"

HARD DRIVE

- MC2684SAU
- 10MS
- 256K CACHE
- 2 YR. WARR.

EXTERNAL FOR PC OR MAC...$315⁹⁵

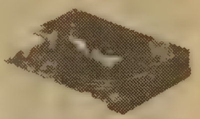
$215⁹⁵

IBM

1.0GB FAST SCSI-2 3.5"X1"

HARD DRIVE

- LOW PROFILE
- 10.5MS
- 5400RPM
- 3 YR. WARR.



EXTERNAL FOR PC OR MAC...$619⁹⁵

$519⁹⁵

IBM

1.0GB IDE 3.5"X1"

HARD DRIVE

- LOW PROFILE
- 10.5MS
- 5400RPM
- 3 YR. WARR.

$449⁹⁵

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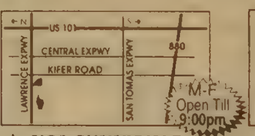
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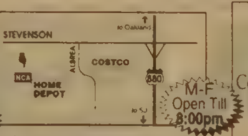
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GSI Model 11
8-Bit Four-Floppy & QIC-80 Tape Accelerator Board

- High-speed 1MB/sec. floppy interface. (up to four floppy drives)
- Doubles the speed of 250MB (QIC-80) tape drives
- Fully supports 2.88MB floppy disk drives
- Supports "Media-Sensing" compatibilites of 2.88MB floppies
- Co-resides with other disk controller boards
- Perfect floppy or tape upgrade board

$\$47^{95}$

GSI Model 18 IDE FAST-ATA
16- Primary or Secondary IDE Accelerator Board

- 16-Bit ISA compliant with new enhanced IDE & fast ATA standards
- Supports two IDE drives
- Increases IDE hard drive data transfer rates up to 80%!
- Supports new high-capacity IDE hard drives
- Compatible with Windows, Novell NetWare, DOS & OS/2
- Tested and recommended by Micropolis, Fujitsu, Maxtor, Seagate, Western Digital, Quantum and Conner

$\$43^{95}$

GSI Model 21 IDE FAST-ATA
16-Bit IDE, Floppy & QIC-80 Tape Accelerator Board

- 16-Bit ISA compliant with new enhanced IDE & fast ATA standards
- Supports up to two IDE drives
- Increases IDE Data transfer rates up to 80%!
- Supports new high-capcity IDE hard drives
- High speed 1MB/sec. floppy interface(up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
- Fully supports 2.88MB floppy disk drives
- Compatible with Windows, Novell NetWare, DOS & OS/2

$\$55^{95}$

GSI Model 32 IDE FAST-ATA
16-Bit Multi-Port IDE, Floppy, Tape, & I/O Accelerator Board

- 16-Bit ISA compliant with new enhanced IDE & fast ATA standards
- Supports up to two IDE drives
- Increases IDE Data transfer rates up to 80%!
- Supports new high-capcity IDE hard drives
- High speed 1MB/sec. floppy interface(up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
- Dual 16550 UART serial ports & one bi-directional parallel port
- Compatible with Windows, Novell NetWare, DOS & OS/2

$\$99^{95}$

GSI Model 4C IDE FAST-ATA
16-Bit Four-Channel, Eight-IDE Accelerator Board

- 16-Bit ISA compliant with new enhanced IDE & fast ATA standards
- Supports up to eight IDE drives
- Increases IDE Data transfer rates up to 80%!
- Supports new high-capcity IDE hard drives
- No drivers needed
- Perfect for Novell mirroring or duplexing
- Compatible with Windows, Novell NetWare, DOS & OS/2

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CardPark™

NEW!

Dual-slot ISA-to-PCMCIA Card Adapter for Desktop PCs

- AVA 4510 ISA-to-PCMCIA adapter
- Dual-slot, accepts two PCMCIA cards, hot-swap operation
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Experience the benefits of full SCSI with intergrated advanced audio.

- Features the AMM-1570 host adapter with full SCSI audio
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- Increases CD-ROM performance capabilitites with XA-Audio
- Ease of use provided by Adaptec EZ-SCSI™ & EZ-Audio™ intelligent installation software

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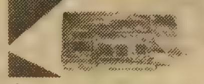
16-Bit SCSI-2 host adapter for CD-ROM connectivity

- AVA 1505 ISA-to-SCSI-2 host adapter
- Adaptec EZ-SCSI lite software
- Up to 5MB/sec. synchronous on SCSI bus
- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous & asychronous data transfer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TotalConnect™

16-Bit host adapter for multiple SCSI-2 peripheral connectivity

- AVA 1515 ISA-to-SCSI host adapter with BIOS
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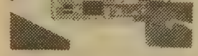
- Adaptec EZ-SCSI lite software
- Up to 5MB/sec. synchronous on SCSI bus
- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous & asychronous data transfer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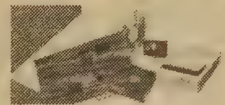
Complete 32-bit VL-to-Fast SCSI & VL-to-EIDE host adapter

- AVA-2825 VL-to-Fast SCSI & VL-to-EIDE (enhanced IDE)
- Connect up to 7 SCSI devices
- Up to 2 standard or enhanced IDE devices
- Up to 2 standard and 1 floppy tape drive
- Adaptec EZ-SCSI lite software
- Up to 5MB/sec. synchronous on SCSI bus
- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous & asychronous data transfer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NEW!

Instant connection for portables to new peripherals, power & flexibility using the PCMCIA

- APA-1460 SlimSCSI-II host adapter
- Compatible with PCMCIA type II, type III & Toshiba type IV slots
- Fast 2MB/sec data transfer rate
- Convenient detachable 3-foot cable with reversible connector
- Low 0.5 watt power consumption for longer battery life
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A fast, easy way to connect SCSI devices to your portable or desktop PC's parallel port

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- Simple external plug-in, perfect for notebooks
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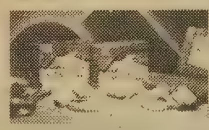
- Complete software for easy installation and full SCSI peripheral device support
- Simultaneous use of parallel port with 100% transparent pass through
- MiniSCSI EPP model supports up to 1MB/sec. when used with enhanced parallel port.



SlimSCSI™EPP APA-358	$\$149^{95}$
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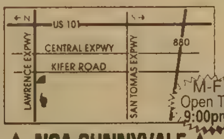

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4GB EXTERNAL 4MM 3.5" SCSI DAT TAPE BACKUP

- 732KBYTES/SEC. TRANSFER RATE (SUSTAINED)
- 5MB/SEC. (SYCHRONOUS)
- INCLUDES 1 CARTRIDGE & NOVABACK SOFTWARE

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INTERNAL 680MB TAPE BACKUP

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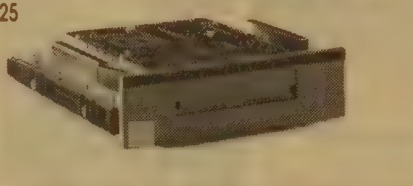
- RUNS OFF FLOPPY PORT
- UP TO 680MB CAPACITY USING COMPRESSION
- INCLUDES POWERFUL, EASY TO USE SOFTWARE
- DJ-25



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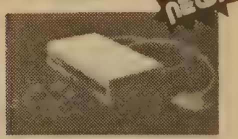
900MB EXTERNAL PARALLEL PORT TAPE BACKUP

IDEAL FOR NOTEBOOKS, LAPTOPS 7 DESKTOP COMPUTERS!

- UP TO 9MB/MIN.
- WINDOWS & DOS BACKUP SOFTWARE
- INCLUDES QIC 3000XL CARTRIDGE
- 2 YR. WARR.

NEW!



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QUICKTAPE 250

250MB EXTERNAL PARALLEL PORT TAPE BACKUP

- 4.2MB/MIN. W/O COMPRESSION
- 8.4MB/MIN. W/COMPRESSION
- USES DC2120 TAPES
- 100% QIC COMPATIBLE
- INCLUDES WINDOWS SOFTWARE

$244.95

EXABYTE® FS1G

1.5GB INTERNAL SCSI TAPE STORAGE

- COMPLETE SYSTEM INCLUDES:
- INTERNAL FS1G DRIVE
- ADAPTEC 16-BIT SCSI CONTROLLER CARD
- FILE SECURE SOFTWARE
- UP TO 30MB/MIN. TRANSFER RATE
- ONE DATA CARTRIDGE

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680MB EXTERNAL PARALLEL PORT TAPE BACKUP

- UP TO 680MB USING COMPRESSION
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- POWERFUL DOS & WINDOWS APPLICATIONS INCLUDED

JT-25

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2.0GB EXTERNAL SCSI TAPE BACKUP

PT-25

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- 18MB/MIN. BACKUP
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- NOVELL & LANTASTIC COMPATIBLE
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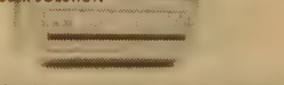

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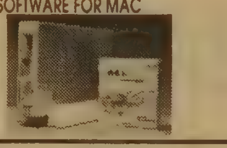

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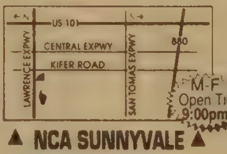

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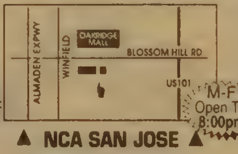

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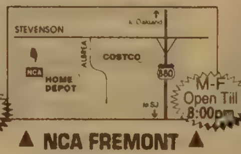

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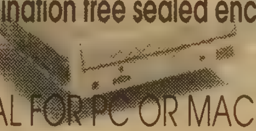

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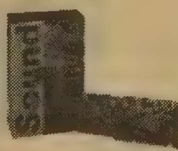

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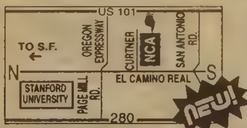

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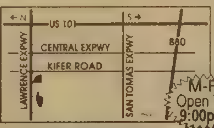

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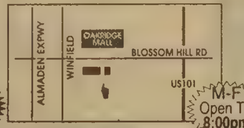

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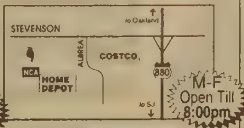

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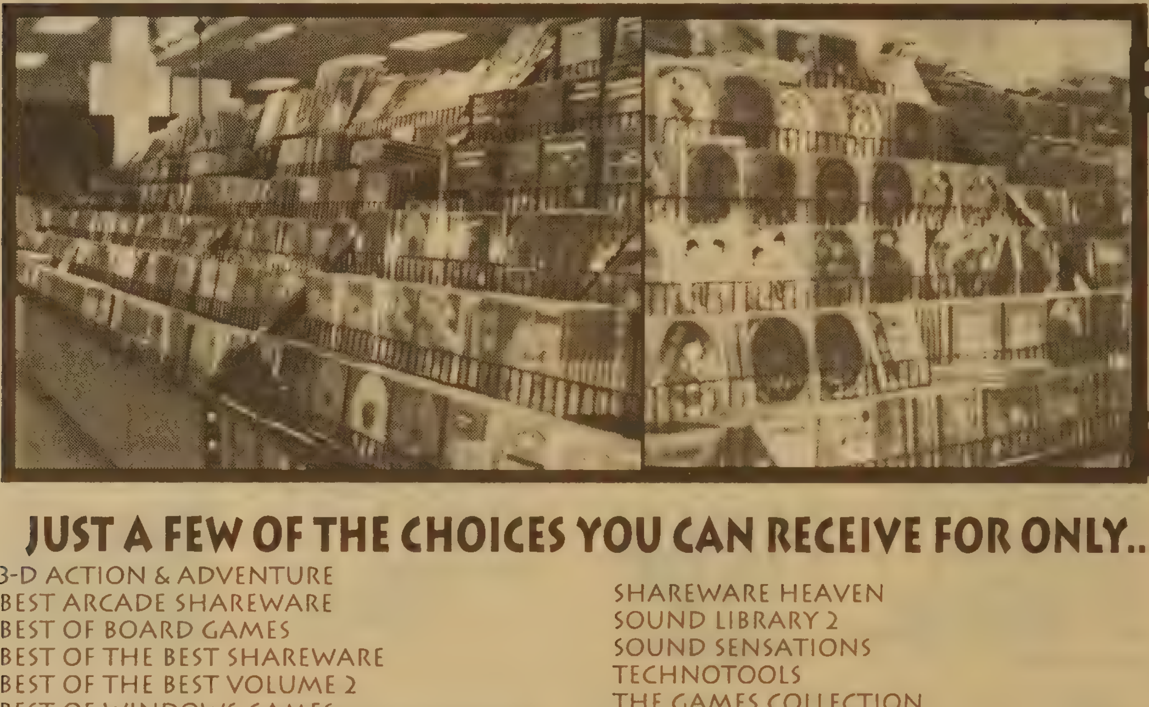

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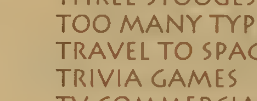

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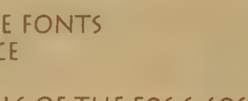

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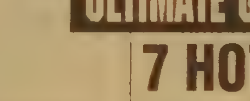

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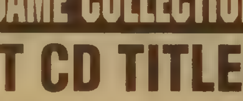

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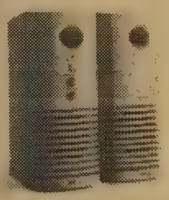

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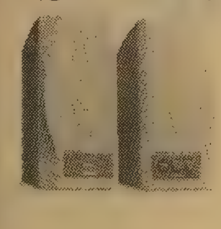

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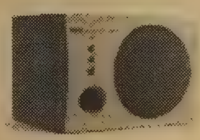

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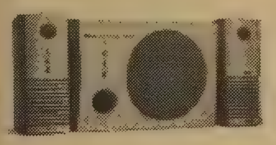

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- Video Shielded
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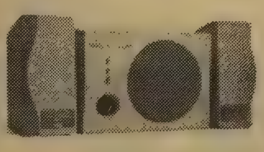

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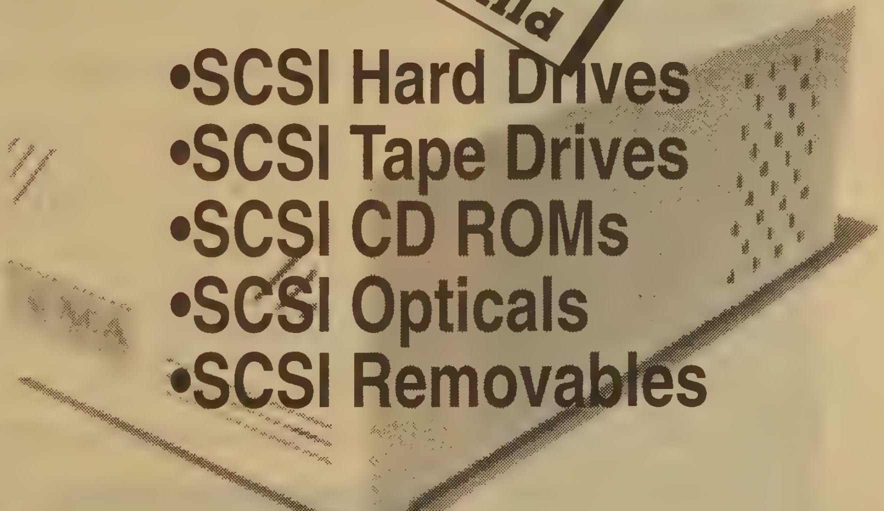

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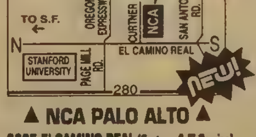
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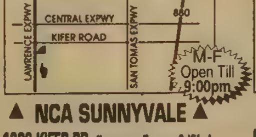
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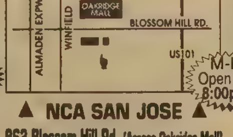
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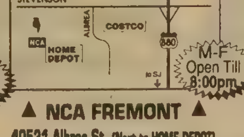
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FLATBED COLOR SCANNERS

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RELISYS

High-Quality Scanning!
Scanning with Spectacular Color, Crisp Resolution, PinPoint Accuracy, and an Affordable Price

AVÉC *Colour*
2400

ColdScan?

ColdScan is a revolutionary new concept in scanning technology that allows the avéc and Relisys' optical system to be completely enclosed. The result...

- Dust-Free & particles sealed out... for crisp razor-sharp scans
- No warm-up time... start scanning the moment you turn your system on
- Silent Operation... no noise from cooling fans
- Reliable long-lasting operation... up to 35,000 hours of scanning usage.

NEW LOWER PRICE!

AVÉC Colour 2400

$439.95

- Flatbed desktop, 3-Pass scanner
- High Resolution up to 2400 dpi (Interpolation)
- 600X300dpi (Optical)
- 16.8 Million Colors & 256 grayscale levels
- New Cold-scan technology
- Maximum Scanning area 8.5" X 14"
- Lamp life expectancy up to 35,000 hours
- SCSI-2 Interface for Windows and Macintosh environments
- Twain compatible
- Optional 50-page Auto Document Feeder (RELI ADF30)
- One-year Warranty and HOT-LINE Technical Support.

2400DPI
FLATBED COLOR SCANNER
FOR PC or MAC

Software Included with the Relisys Scanner:

Flatbed Color Scanner for PC

- Caere's OmniScan™
- TWAIN Driver
- SCSI Cable & Terminator
- Standard Power Cord

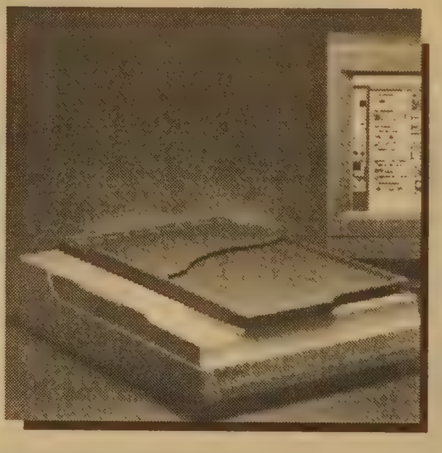
OR

Flatbed Color Scanner for Mac

- Adobe Photoshop™ LE
- Art-Scan scanning software
- SCSI cable & terminator
- Standard Power cord

Optional Document Feeder....$399

The Reli 4816(T) One Pass Color Scanner



- One Pass Scanner
- High Resolution up to 4800 dpi by interpolation (True 1600 X 400)
- 16.8 Million Colors & 256 grayscale levels
- Cold-scan technology
- Maximum Scanning area 8.5" X 14"
- Lamp life expectancy up to 35,000 hours
- SCSI-2 Interface for Windows and Macintosh enviroments
- Twain compatable
- Optional 50-page Auto Document Feeder
- One-year Warranty and HOT-LINE Technical Support.

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FREE
TRANSPARENCY ADAPTER INCLUDED!

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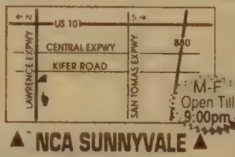
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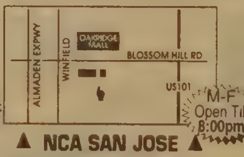
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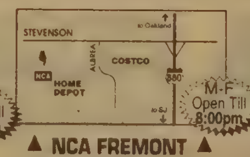
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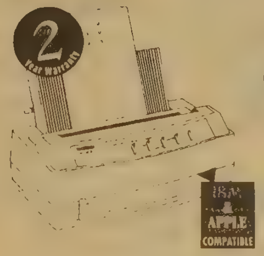
Get the Straight Paper Path Advantage

HJ-400

Desktop Ink Jet Printer

- 360x360
- IBM & Apple compatible
- 12 resident fonts (plus additional TrueType compatible fonts)
- 100 page automatic cut-sheet feeder
- 40% more dots per inch than 300 dpi printers
- Windows ready
- 2 year warranty

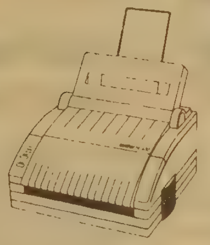

2 Year Warranty
IBM APPLE COMPATIBLE

$\$259^{95}$

HL-630

Laser Printer

- 300 dpi
- 6 PPM-50% faster than 4 PPM engines
- Straight paper path
  - Reduces annoying jams & curls
  - Prints envelopes & various papers reliably
- 45 fonts
- 512 KB memory with Enhanced Memory Management
- Easy to use, low cost supplies
- 1 year limited warranty

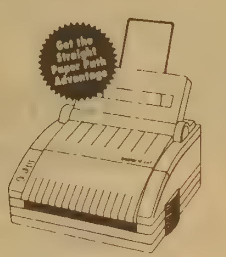


$\$397^{95}$

HL-645

Laser Printer

- 300x300 DPI
- 1MB RAM with Enhanced Memory Management
- 6 PPM-50% faster tahn 4 PPM engines
- Staight paper path
  - Reduces annoying jams & curls
  - Prints envelopes & various papers reliably
- Free ClickBook software-$69.95 value
- 1 year limited warranty

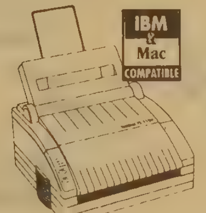

Get the Straight Paper Path Advantage

$\$469^{95}$

HL-655M

Laser Printer

- 300x300 DPI
- Up to 45 fonts
- Apple Mac/IBM compatible
- 2 MB RAM with Enhanced Memory Management
- 6 PPM-50% faster than 4 PPM engines
- Staight Paper Path
  - Reduces annoying jams & curls
  - Prints envelopes & various papers
- Free ClickBook software-$69.95 value

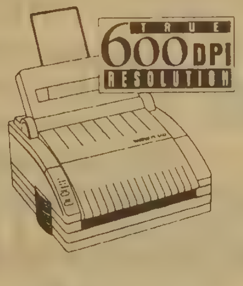

IBM & Mac COMPATIBLE

$\$579^{95}$

HL-660

Laser Printer

- 6 PPM Laser Printer-50% faster than 4 PPM engines
- Exclusive Straight Paper Path Technology
- 600 DPI resolution with advanced Photoscale Technology for sharp, crisp, professional output
- 2MB standard memory with Enhanced Memory Management
- Low cost supplies
- Optional BR-Script Level 2 (PostScript Level 2 Language Emulation)

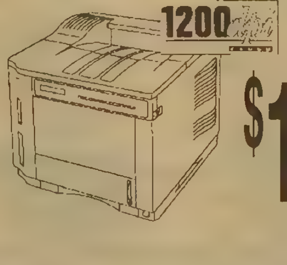

TRUE 600 DPI RESOLUTION

$\$689^{95}$

HL-1260

Laser Printer

- 12 PPM Laser Printer-50% faster than 8 PPM engines
- 1200 DPI Class graphical output
  - 600 DPI Resolution
  - Advanced Photscale Technology
  - High Resolution Control
  - 87 fonts & 11 bar codes
- PCL Level 5e/BR-Script Level 2 (Postscript Level 2 Language Emulation)
- Outstanding paper handling & optional duplexing unit
- NIO Slot for Network connectivity & third-party enhancements
- PCMCIA Type III slot for additional storage



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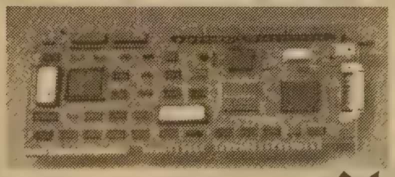
Graphics, Inc.

16 Million Colors
Accelerator

SPiDER Windows Accelerators
16.7 Million Colors



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NEXT GENERATION 64-BIT GRAPHICS

- 32-Bit True Color Palette DAC
- Up to 1600X1200 in 64K Colors
- True Color at 1024X768 N/I
- Energy Saving Green PC
- Virtual Screen, Resolution & Refresh on-the-fly

NEW LOWER PRICE!

2MB VRAM	4MB VRAM
$\$259^{95}$	$\$379^{95}$

BLACK WiDOW Plus ISA

The Power of Graphics Co-Processor *NEW LOWER PRICE!*

- IIT AGX-016: Co-Processor Accelerator
- Fast VRAM
- 135MHz High Color DAC up to 90Hz (NI)
- Ultra High Resolution 1600X1200
- Virtual Screen, Adjust Screen, Refresh Rate Check

1MB VRAM	2MB VRAM
$\$135^{95}$	$\$229^{95}$

SPiDER 256 CACHE

A Breakthrough in video Technology: Video Caching!

- 128KB Video Cache (exp. 256KB)
- 32-Bit VESA VL-Bus
- Hardware Cursor & Line Drawing, BitBlt
- 1MB of Display memory (exp. 2MB)
- 16 Million Colors
- Up to 1280X1024 in 256 colors
- Refresh Rate up to 75Hz (NI)
- Virtrual Screen, Adjust Screen and Refresh Rate Check

NEW LOWER PRICE!

1MB DRAM w/128C	2MB DRAM w/256C
$\$105^{95}$	$\$155^{95}$

SPiDER 64VLB/PCI

64-Bit Video Accelerator Card

- 64-Bit video memory interface
- 64-Bit BitBlt
- 16 Million Color in 32-Bit/Pixel format
- 1024X768 in 16 Million Colors ; 1280X1024 in 64K Colors
- High Refresh Rate: up to 75Hz (NI)
- Display memory Expandable up to 4MB
- Virtual Screen, Adjust Screen and Refresh Rate Check
- Bus available: VESA VL-Bus and PCI

NEW LOWER PRICE!

2MB DRAM	4MB DRAM
$\$159^{95}$	$\$255^{95}$

SPiDER 32VLB

1MB DRAM/2MB DRAM .... $\$85^{95}/\$129^{95}$

SPiDER 32VLB Plus

1MB DRAM/2MB DRAM .... $\$99^{95}/\$139^{95}$

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1MB VRAM/2MB VRAM .... $\$135^{95}/\$199^{95}$

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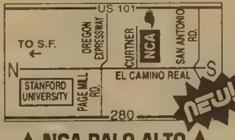
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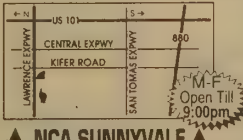
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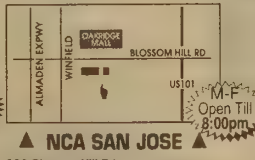
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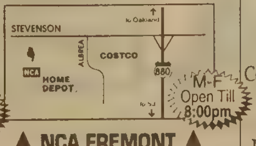
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VALUE SERIES
- 14", .28mm
- 1024X768
- Non-Interlaced
- Flat Screen

$309⁹⁵

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VALUE SERIES
- 15", .28mm
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- Non-Interlaced
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- Flat Screen
- XGA-2 Compatible

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XE17
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ENTERPRISE SERIES
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- 1024X768
- DPI on-the-fly
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- 21", .28mm
- 1280X1024
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- 15", .28mm
- 1024X768
- 76Hz refresh
- Opticlear

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- 1280X1024
- Opticlear
- 76Hz refresh

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XP21
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PROFESSIONAL SERIES

IN-STOCK NOW!

- 21", .28mm
- 1600X1200
- Opticlear
- Up to 76Hz refresh

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VERSA Pentium Series
Versa P75/75MHz, 340MB/8MB RAM
- 3.3V Pentium processor
- 8MB RAM (exp. to 40MB)
- 2 PCMCIA Slots
- 16-bit Stereo Audio
- Built-in MIC/Speakers
- Audio In/Out Jacks
- Active Matrix TFT Color
- Enhanced Parallel Port, Serial, SVGA ports
- Includes MS-DOS, Windows & Much More...
- 3 Yr. Warranty
- PC-490-1542

$4899⁹⁵

VERSA Pentium Series
NEW!

Versa P75HC/75MHz, 540MB/8MB RAM
- 3.3V Pentium processor
- 8MB RAM (exp. to 40MB)
- 2 PCMCIA Slots
- 16-bit Stereo Audio
- Built-in MIC/Speakers
- Audio In/Out Jacks
- **High Resolution 800X600, 256 Colors**
- Enhanced Parallel Port, Serial, SVGA ports
- Includes MS-DOS, Windows & Much More...
- 3 Yr. Warranty
- PC-490-7552

$5699⁹⁵

VERSA DUAL SCAN Color *SUB-NOTEBOOK*
486SL/33MHz 210MB/4MB RAM
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- PC-120-41201

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15" LENS V-SERIES	$59
15" LENS X-SERIES	$69
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NEC NEW MULTISPIN CD-ROM DRIVES!

MultiSpin 2V DELUXE
NEW!

Double-speed CD-ROM Reader
- **300Kb/sec. transfer rate**
- 320ms access time
- 256K Cache
- XA ready
- Multisession Photo CD compatible
- Includes Creative Labs **16-Bit Sound Card Speaks** & Batteries
- **Software Titles**: Microsoft Encarta, Myst & Sim City

$279⁹⁵

MultiSpin 2Vi
NEW!

Double-speed CD-ROM Reader
- **300Kb/sec. transfer rate**
- 320ms access time
- 256K Cache
- XA ready
- Multisession Photo CD compatible
- Includes CD-ROM interface, data cable, audio cable, & NEC Simple Start installation guide & video

INCLUDES Microsoft ENCARTA!

$168⁹⁵

MultiSpin 3Xp Plus
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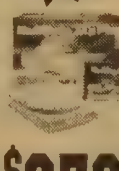

Triple-speed CD-ROM Rèader
- **500Kb/sec. transfer rate**
- 240ms access time
- 256K Cache
- Full audio controls & XA ready
- PC and MAC compatible
- Multisession Photo CD compatible
- Complete with SCSI cable & i nteractive tutorial CD

$379⁹⁵

MultiSpin 4Xi
NEW!

Quad-speed CD-ROM Reader

EXTREMELY FAST!
- **600Kb/sec. transfer rate**
- 220ms access time
- 256K Cache
- Full audio controls &XA ready
- CD-1 (FMV), video CD playback
- Multisession Photo CD compatible
- Complete with SCSI data cable & interactive tutorial CD

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4Xe external...$469⁹⁵

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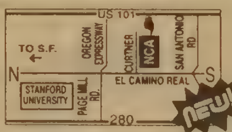

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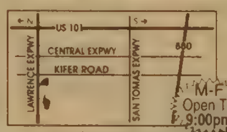

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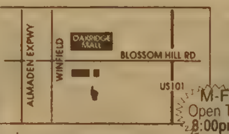

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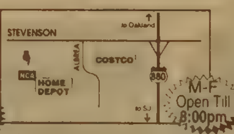

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State-Of-The-Art Features:
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- 128 instrument samples
- Yamaha OPL-4 Wave Table Chip Set
- IDE interface
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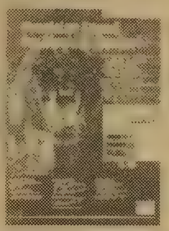

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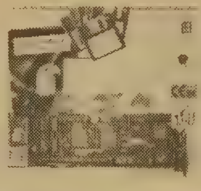
Graphic Card, Video Scaling, Video Capture & TV Tuner All in One!

- 2 Meg DRAM Windows Accelerator
- Cable-ready TV tuner with 100-station memory
- Video scaling provides full-screen video at 30FPS
- Still-frame video capture 640x480 @ 16.7 million colors
- 30fps video capture- 320x240 @ TV quality
- Feature connector for MPEG player boards

VLB or PCI

NOW INCLUDES VIDEO STUDIO II SOFTWARE!



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miroVIDEO DC1 tv

Video Digitizing Directly To Your Hard Disk • Overlays, Titles, Special Effects • Super VHS Quality, PAL/NTSC Video Output

iro's DC1 tv Video Capture Board Delivers Full Screen 640X480 Full Motion 30fps Video Output And Non Linear Audio & Video Editing To The Personal Computer At A Remarkable Price!

tate-Of-The-Art Features:

- Non-linear video editing on any Windows PC
- Only One VCR for recording & playback
- nstant access to any frame
- Great transition effects
- Digital video back up
- No generation loss

Hardware Highlights:

- Supports all video formats
- Adjusts video filter
- on-board Motion JPEG compressor
- Digital video encoder
- Compatible with all graphics boards

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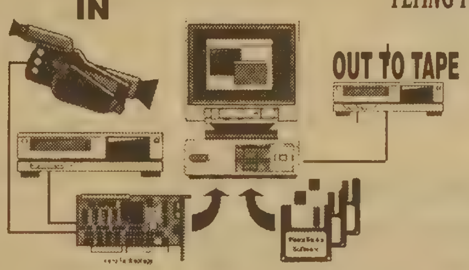

INCLUDES FLYING FONTS PRO 3-D ANIMATION SOFTWARE!

INCLUDES ADOBE PREMIER SOFTWARE!

$699.95

Video D1

VIDEO CAPTURE CARD

Now experience digital video on any Windows PC
Spectacular transition effects, Normally only available to video professionals
Fantastic multimedia impression, Integration of full motion video, titles and pictures adds a new dimension to personal computing
Hours of fun - pictures, clips and tricks combined with creativity lead to a thrilling adventure in motion and colors

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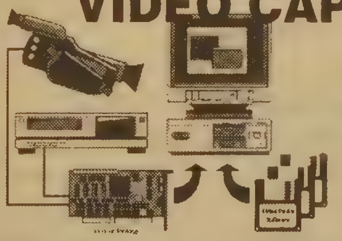

- Video Capture
- Video Editor
- Photo Plus
- HARDWARE HIGHLIGHTS:
- Supports all video standards
- Adjustable video filters
- miroVIDEO XL compressor
- 16.7Million colors compatible

SUPER VALUE!

$239.95

VIDEO GRAPHICS CARDS

miroVideo 12PD

- **1MB DRAM** (exp. to 2MB) Windows Acceleration
- Up to 16.7 million colors
- Up to 73Hz refresh
- .AVI Video playback scalable to full screen at 30 fps
- MPEG playback w/ software included
- 32-bit interleaving Alliance 3210 processor
- Includes MPEG sampler on CD-ROM

NEW!

VLB or PCI

$179.95

miroCrystal 20SD

Graphics Chip S3 Vision864™ with **2MBytes DRAM**
65,536 Colors in 1024X768 pixels mode
Top Resolution of 1408X1024
100Hz at 1024X768 Pixels

64-BIT!

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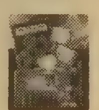

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miroCrystal 20SV

Graphics Chip S3 Vision964™ with **2MBytes VRAM**
65,536 Colors in 1024X768 pixels mode
Top Resolution of 1408X1024
100Hz at 1024X768 Pixels

64-BIT!

DESIGNED IN GERMANY!

VLB or PCI

$339.95

miroCrystal 40SV

Graphics Chip S3 Vision964™ with **4MBytes VRAM**
16.7 million Colors in 1152X864 pixels mode
Top Resolution of 1408X1024
100Hz at 1024X768 Pixels

64-BIT!

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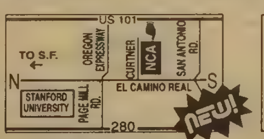

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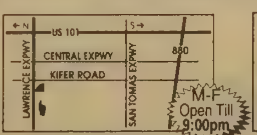

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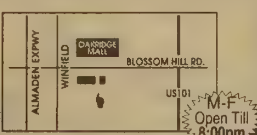

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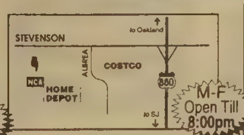

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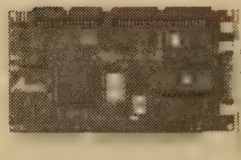
The central core of AdvanSCSI host adapters remains the same for all PCs. Custom logic is employed to provide optimum performance with each specific bus. The bus does make a difference; AdvanSCSI on one of the newer 32-bit buses (VESA or PCI) will outperform AdvanSCSI on the old 16-bit ISA standard. But thats's only relative. No matter what bus you use no other host adapter will outperform AdvanSCSI.



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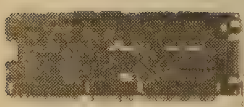
ISA Bus Master

The ABP-542 provides AdvanSCSI technology for the ISA Bus. Supporting Plug and Play this host adapter has a 2.88 MB floppy controller, and both internal and external SCSI connectors.

- AdvanceWare automated installation in NON-Plug & Play systems
- No jumpers to set
- AdvanceWare menu driven configuration program
- DOS/Windows drivers-autoload program
- Second generation 32-Bit 50MHz RISC embedded processor
- High performance Scatter/Gather will support over 1700 segrams
- Limited lifetime warranty

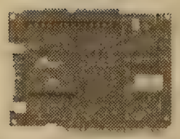


$\$179^{95}$

VESA Bus Master

The ABP842 is the highest performance host adapter available on the VESA Local Bus. The host adapter has a 2.88 MB floppy controller, and both internal and external SCSI connectors. VESA burst mode supported at 120 MB/s.

- AdvanceWare automated installation in NON-Plug & Play systems
- No jumpers to set
- AdvanceWare menu driven configuration program
- DOS/Windows/OS/2 drivers-autoload program
- Second generation 32-Bit 50MHz RISC embedded processor
- Supports VL Burst Mode-up to 120mb/sec. transfer rate
- High performance Scatter/Gather will support over 1700 segrams
- Limited lifetime warranty



$\$145^{95}$

PCI Bus Master

The ABP940 brings the advantages of the AdvanSCSI family to the new standard PCI Bus. This host adapter sets a new standard for the industry.

- No jumpers to set
- AdvanceWare menu driven configuration program
- DOS/Windows/OS/2 drivers-autoload program
- Second generation 32-Bit 50MHz RISC embedded processor
- Local memory architecture for highest performance
- High performance Scatter/Gather will support over 1700 segrams
- Supports PCI Burst Mode-up to 120MB/sec. transfer rate
- Limited lifetime warranty

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- 3-1200 DPI scanning resolution
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- TWAIN compatible
- No AC power required
- 24-bit processing
- Access to 16.8 million colors
- Single pass scanning
- Small foot print
- Auto diagnostic installation
- 30 page auto document feed
- Software included:
  - OmniScan SE
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$\$499^{95}$

SF12C: **Image Reader 1200dpi color full page single-pass 24-bit color scanner with image Pals Go LE imaging editor, Photo Album for image compression& storage, Interpreter 3.5 OCR, TWAIN compliant and INFO Technician for no fault installation.**

- 3-1200 DPI scanning resolution
- Optical Character Recognition
- TWAIN compatible
- No AC power required
- 24-bit processing
- Access to 16.8 million colors
- Single pass scanning
- Small foot print
- Auto diagnostic installation
- Applications:
  - Desktop Publishing
  - Multimedia
  - Facsimile
  - Word Processing
  - Document Imaging

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Who packs 1200 DPI resolution and 16.8 million colors in a Windows scanner with a small footprint? Simple-Info Products! Scan line art, 256 grayscale and true color in a single pass. A built-in-30-page Automatic Document Feed is available.

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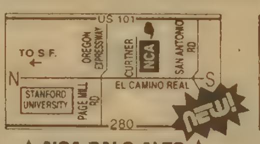

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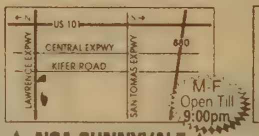

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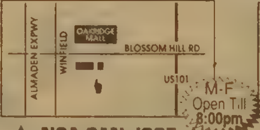

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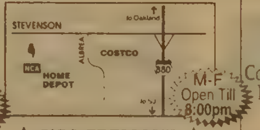

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- Includes PrecisionPointer™ driver software that automatically adjusts resolution from 50 to 1000 dpi for quick movement and precise control.

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Bus Version	$\$89^{95}$
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4-ADB PORTS, POWER PC READY, SPILL-RESISTANT, TACTLE KEY FEEL, 16% SMALLER FOOTPRINT

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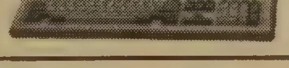

INCLUDES software for MAC & PC!

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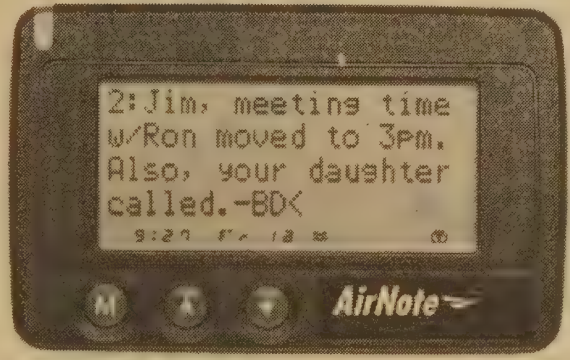
2:Jim, meeting time
w/Ron moved to 3pm.
Also, your daughter
called.-BD<
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Too busy to call in for your messages? No phone? Here's how your messages find you!

Everything you need to send and receive wireless messages from:

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  - 5,750 character memory
  - Large 80 character display (4 rows of 20 characters)
  - Automatic back-lighted screen
  - Weighs 3.3oz with battery
  - Nominal battery life: 650 hrs. (Approx 4 weeks)
  - Horizontal belt holster clip for pager
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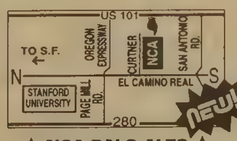
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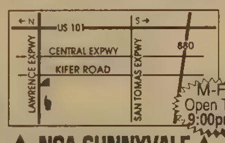
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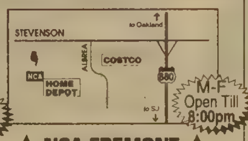
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DPC-550

- Lightweight 12.1 ounces
- 75 minute talk time
- 30 number memory
- Automatic redial
- Flip answer & end
- Call timer

*After $25 instant activation rebate, $20 Mail-in rebate from Motorola & purchase of starter kit at $59.95. Service activation not required. Limit one per customer-no sales to dealers or resellers.

CLOSEOUT!
WHILE SUPPLIES LAST!

$49*

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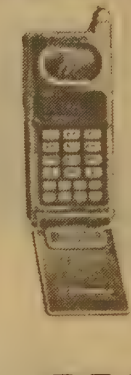
Ultra Lite



- 5.9 ounces with battery
- Optional VibraCall alert
- Noise cancelling microphone
- One touch emergency dialing
- Signal strength meter

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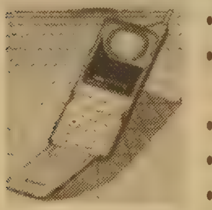
The Ultimate Cellular Phone!



- 3.9 ounces!
- Built-in answering machine
- Vibra-call alert
- Headset jack for hands-free operation
- Internal rapid charger
- Battery/signal meter
- 99 slot memory

*After $25 instant activation rebate. Service activation not required.

$949.95*

MOTOROLA

8000

CLOSEOUT!
WHILE SUPPLIES LAST

- 120 minute talk time
- 19 hour stand-by
- Signal strength meter
- Battery meter
- Menu mode
- 32 memory locations
- Fax/computer compatible

*After $25 instant activation rebate & purchase of car adapter at $39.99. Service activation not required.

$39.95*

MOTOROLA

DPC-950

- Only 8.7 ounces
- 9 Turbo dial locations
- 30 memory locations
- Last number redial
- Battery provides 100 minutes of talk time
- Signal/volume meter

*After $25 instant activation rebate. Service activation not required.

$298.95*

UNIDEN

5600

CLOSEOUT!
WHILE SUPPLIES LAST

- Liquid crystal display
- 99 memory locations
- Alpha numeric entry
- One touch redial
- Timer features
- Signal level meter
- Battery level meter

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- Small pocket size
- Musical alert
- Bright colored housings
- 12/24 hour timekeeping
- Automatic pager on/off
- Vibrate alert
- Message timestamping
- Message slot number
- Memory storage when off
- Front mount display

$88

MOTOROLA

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MEMO EXPRESS

- Alpha numeric
- Small pocket size
- Musical alert
- 12/24 hour timekeeping
- Automatic pager on/off
- Message timestamping
- Message slot number
- Memory storage when off
- Front mount display

$115

MOTOROLA

Brand New!

BRAVO PLUS

- Small pocket size
- Vibrate alert
- Message timestamping
- Message slot number
- Low battery indicator
- Backlighted display
- Freeze screen

$74

NEC

AIRTOUCH Paging

SPORT PAGER

Brand New!

- Small pocket size
- Vibrate alert
- Message timestamping
- Clock
- Low battery indicator
- Duplicate message indicator

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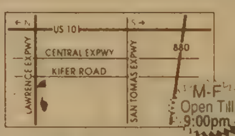

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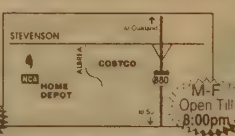

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87410 DataLife IBM Formatted 3.5" Double-Sided/ High Density Diskettes 10pk.	\$6.99
87706 2 Sided/High Density Teflon Coated Formatted 3.5" 10pk.	\$7.99
87573 2 Sided/High Density Apple Formatted 3.5" 10pk.	\$6.99
90545 230MB 3.5" Optical Disk	\$31.99
89616 8mm Tape Drive Cleaning Cartridge X112	\$11.99
89615 4mm Tape Drive Cleaning Cartridge	\$7.99
87698 8mm 112MB Computer Grade Data Cartridge	\$6.99
88195 4mm 90MB Computer Grade Data Cartridge	\$7.99
87992 120MB DC-2120 QIC-80 Formated Minicartridge	\$10.99
89944 DC-2120 QIC 80 (2Pack)	\$20.99
90745 MC3000XL 340MB Cartridge	\$19.99
87695 160MB High Density Data 1/4" Cartridge	\$13.99

intel®

•Ethernet Express Products	Single	5-Pack	20-Pack
16-bit, 10 Base T and Coax Combo	$\$134^{95}$	599^{95}	2150^{95}
16-bit, Coax Cards or 10 Base T Cards	$\$108^{95}$	578^{95}	1980^{95}

•Ethernet Express Flash Cards	Single	5-Pack	20-Pack
16-bit, 10 Base T and Coax Combo	$\$134^{95}$	624^{95}	2499^{95}
16-bit, 10 Base T or Coax Cards	$\$119^{95}$	599^{95}	2199^{95}
32-bit 10 Base T of Coax Cards	$\$227^{95}$		

•Print Servers/NetPort Line	
NetPort for 10 Base T or Coax	$\$498^{95}$

SMC

•Elite Ultra Line/Ethernet (Full Retail Version)	Single	6-Pack	24-Pack
16-bit, Coax or Board Twisted Pair	$\$98^{95}$	589^{95}	2299^{95}
16-bit, Combo Board	$\$119^{95}$	599^{95}	2379^{95}
32-bit EISA Combo	$\$199^{95}$		
•3812 Line of Stackable Hubs			
12 Port Hub	$\$649^{95}$		
Network Managment Module	$\$415^{95}$		
•Twisted Pair Hubs			
Elite 10 Base T w/12 RJ-45	$\$649^{95}$		
Elite 10 Base T w/12 RJ-45 with SNMP	$\$899^{95}$		
Elite 10 Base T w/8 RJ-45	$\$449^{95}$		

National Semiconductor

	single	5-Pack
INFOMOVER NE2000 plus Coax	$\$84^{95}$	398^{95}
INFOMOVER NE2000 plus Twisted Pair	$\$78^{95}$	354^{95}
INFOMOVER NE2000 plus Combo	$\$99^{95}$	474^{95}
INFOMOVER NE4100 PCMCIA Coax	$\$174^{95}$	
INFOMOVER NE4100 PCMCIA Twisted Pair	$\$174^{95}$	

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EtherLink II - 3C503 16-bit 10 Base T / Coax	$\$164^{95}/167^{95}$
EtherLink III - 3C509 10 Base T or Coax	$\$528^{95}$ 5 Pack/117^{95} Single
EtherLink III - 3C509 Combo Card 16-bit	$\$558^{95}$ 5 Pack/129^{95} Single
EtherLink III - 32-bit EISA 10 Base T or Coax	$\$227^{95}$
PCMCIA - 3C589 10 Base T/Combo	$\$179^{95}/247^{95}$
LinkBuilder - 3C16270 - 12 port Hub	$\$344^{95}$

NOVELL.

NOVELL	single	5-Pack
NE2000 plus 16-bit Coax	$\$99^{95}$	469^{95}
NE2000 plus 16-bit Twisted Pair	$\$103^{95}$	449^{95}
NE2000 plus Combo	$\$125^{95}$	499^{95}
NE3200 32-bit EISA Combo	$\$249^{95}$	

NOVELL SOFTWARE

Ver.	5 user	10 user	25 user	50 user	100 user	250 user
3.12	$\$639^{95}$	$\$1344^{95}$	$\$2084^{95}$	$\$2694^{95}$	$\$3994^{95}$	$\$6989^{95}$
4.01	$\$824^{95}$	$\$1794^{95}$	$\$2624^{95}$	$\$3594^{95}$	$\$5494^{95}$	$\$9694^{95}$

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16-bit Card with Novell Lite 1.1	$\$99^{95}$

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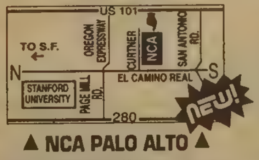
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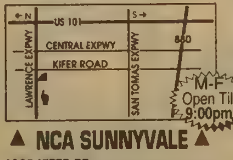
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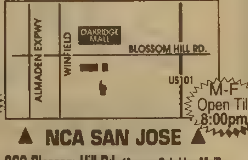
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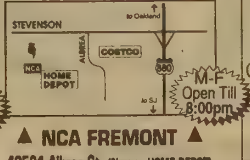
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14,400 bps Fax, 14,400 bps Data/V.42bis / MNP5
57,600 bps throughput/ Class 1 Fax, Caller ID

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14.4 Fax/Modem for PC

Software Included:
COMit™ (Windows)
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Cables & Manuals

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28.8 Internal

V.34

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External 28.8 for PC $199⁹⁵

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- Top-Rated Data/Fax Software.
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- Five Year Warranty
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28.8 Ext. MAC

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The Fastest Modem for the MAC
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- Cables and Manual.

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- Works in PowerBook Models 100-180
- Software Includes:
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  °Information Manger™, °ARA Scripts • Manuals

$195⁹⁵

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ProModem 144i for PC with voice

14,400 BPS DATA/FAX MODEM

The same great features are available for PC Windows users! The ProModem internal 14,400 bps fax/data modem features V.42bis data compression to transmit data at throughput speeds approaching 57,600 bps. Using V.42 error correction, data integrity is preserved while transmitting at the highest speed possible. Includes MaxFax, the send/receive fax software from Prometheus Products.

EXTERNAL FOR PC........$95⁹⁵

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ProModem 144e with Voice External for MAC

14,400 BPS DATA/FAX MODEM

This external 14,400 bps data/fax/voice modem includes the complete version of MaxFax, the innovative software that turns your computer into a telephone answering machine and a send/receive fax machine. Use the ProModem to connect to on-line services, or to answer the phone and automatically receive a fax or record a voice message!

NEW!

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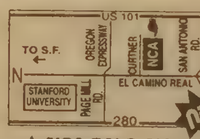

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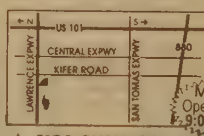

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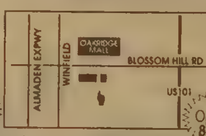

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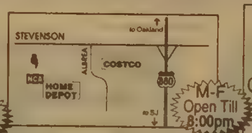

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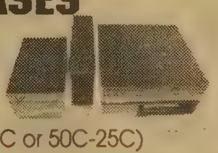
EXTERNAL SCSI DRIVE CASES



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- ▶ Noise-Free Fan
- ▶ External SCSI ID Switch
- ▶ External SCSI Cable (50C-50C or 50C-25C)
- ▶ Power Cable & Hardware

For 3.5" or 5.25" Half Height	$99
For Full Height or 2 HH (NCA)	$159
For 2 Full Height 200W with 5-fans	$279
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SCSI*Vue*™ *Active Diagnostic* Terminator NEW! by GRANITE D•I•G•I•T•A•L

- • Improves SCSI Performance
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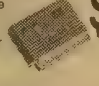
- • Termination Power Indicator
- • Diagnoses Problems



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SCSI-II Active Dianostic	$59
Fast-Wide SCSI Active Diagnostic	$89

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250Watt UL approved AT	$49
250Watt UL for Tower	$49
400Watt UL for Tower	$179

American Power Conversion

UNINTERRUPTED POWER SUPPLIES

DESCRIPTION	PRICE
BK250VA	$109
BK400VA	$169
BK450VA	$199
BK600VA	$279
BK900VA	$399
BK1250VA	$519

TRIPP LITE "THE POWER PEOPLE" MADE IN THE USA

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STRIKER FILTERED SPIKE STRICKER, 6-OUTLET SURGE SUPPRESSOR	$\$8^{99}$
SPIKE STIK AC SPIKE & LINE SUPPPESSOR	$\$12^{99}$
SPIKE BAR SUPER 7 7-OUTLET AC SURGE W/NOISE FILTER & DIAGONTIC CIRUITRY	$\$15^{99}$
SPIKE BAR (SK 6-6) 6-OUTLET PREMIUM SURGE SUPPRESSOR	$\$22^{99}$
TERMINATOR TR6 SURGE SUPPRESSOR 13,000 amp protection	$\$28^{99}$
ISOBAR4 ULTRA PREMIUM SURGE SUPPRESSOR W/ CIRCUIT DIAGNOTICS	$\$43^{99}$
ISOBAR6 6 OUTLET PREMIUM SURGE SUPPRESSOR	$\$47^{99}$
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6-OUTLET BASIC POWER STRIP PLASTIC

$\$4^{99}$

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- ▶ UL APPROVED POWER SUPPLY
- ▶ GREAT STYLE SELECTION

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CF-9404SD	Desktop 230W	$59
CF-9308SD	Slim line 230W	$69
CF-9303SD	Mini Tower 230W	$49
CF-9402SD	Mini-Mid Tower 230W	$59
CF-9302SD	Mid-Tower 230W	$79
CF-9401SD	Full Tower 250W	$99
NCA 9BAY	MidTower 250W	$109
NCA Super Tower 300W, 2 Fans		$199

POINTING DEVICES

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DESCRIPTION	
Wingman Joystick	$26.99
TrackMan Voyager	$59.95
Trackman	$69.95
Trackman Portable	$55.95
MousMan Cordless	$89.95
MouseMan serial	$52.95
MouseMan bus version	$63.95
Sensa Mouseman	$55.95
First Mouse	$26.95
MovieMan	$249.95
ScanMan Power Page	$399.95
ScanMan 256	$149.95
ScanMan Easy Touch	$179.95
ScanMan 32	$109.95
ScanMan Color	$289.95

Izu

NAME	PRICE
MacFly Joystick for MAX	$49.95

Microsoft

NAME	PRICE
Microsoft Mouse II OEM Serial/Bus	$49/$69

MICROSPEED

NAME	PRICE
PC-TRAC serial/bus/PS/2	$\$59^{95}/89^{95}/59^{95}$
MacTRAC 2.0 SE & Mac II	$\$57^{95}$
WinTRAC serial for Windows	$\$75^{95}$
MicroTRAC serial, PS/2/MAC	$\$49^{95}/57^{95}$

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NAME	PRICE
MOUSE 2-Button serial, 350dpi Software & Pad	$17.95
PC TRACKBALL II 3-Button trackball	$39.95
PAGEBRUSH/TRUE COLOR Scans at 800dpi	$189.95
PAGEBRUSH/256 HandScanner 256 Grayscale	$85.95
COBRA Pistal Grip Joystick IBM XT, AT compatible	$9.95
Atles 2 Button mouse	$9.95
Macpoint 1button mouse for MAC	$29.95

QuickShot by Bondwell

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HARD DRIVE EXTERNAL CABLES

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SCSI 50-PIN RIBBON 4 CONNECTOR 3 devices	$9.99
SCSI 50-PIN RIBBON 5 CONNECTOR 4 devices	$12.99
SCSI 50-PIN RIBBON 8 CONNECTOR 7 devices	$22.99
IDE 40-PIN RIBBON 3 CONNECTORS	$3.99
FLOPPY & IDE CABLE SET	$5.99

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TAPES & CARTRIDGES

DESCRIPTION	SINGLE	5-PACK
2120 (120/250MB)		
SONY QD2120 120/250MB	$14.99	$65.00
SONY QD2120 120/250MB	17.99	80.00
3M 2120F FORMATTED XMAT	18.00	89.00
MAXELL DC2120 UNFORMATTED	16.99	79.00
MAXELL DC2120 FORMATTED Q80	18.99	89.99
6000(1/4" TAPES)		
SONY QD6150 150MB	$19.95	$90.00
SONY QD6250 250MB	$19.99	$90.00
SONY QD6525 525MB	$26.99	$125.00
MAXELL D6250 250MB	$19.95	$95.00
MAXELL D6525 525MB	$24.99	$117.00
3M DC6525 525MB	$29.95	$145.00
3M MAGNUS 1.6GB	$CALL	$CALL
DAT 4mm 90meters		
SONY 90M	$14.99	$65.00
MAXELL 90M	$15.95	$69.00
DAT 8mm 112meters		
EXABYTE UP TO 5.0GB TAPES	$18.00	$89.00
TDK	$9.99	$45.00
MAXELL	$11.99	$55.00
FLOPPY DISKS		
SONY 2.88M DISKS	10PACK ONLY $62.50	
BULK 1.44M 3.5" FORMATTED	.68¢	25PACK $15.99
BULK 1.2M 5.25" FORMATTED	.39¢	25PACK $9.99
REMOVABLE DISKS		
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SYQUEST 88MB SQ800	$54.95	$264.95
SYQUEST 105MB 3.5"	$59.95	$289.95
SYQUEST 200MB 5.25"	$79.95	$389.95
SYQUEST 270MB 3.5"	**$69.95**	**$339.95**
SONY M.O. 128MB OPTICAL	**$39.95**	**$185.95**
VERBATIM 128MB OPTICAL	**$39.95**	**$185.95**
FUJITSU DYNAMO 128MB	**$49.95**	**$185.95**
KOMAG 128MB OPTICAL	**$29.95**	**$139.95**
RICOH 128MB OPTICAL	**$45.95**	**$215.95**
MAXELL 128MB OPTICAL	**$39.95**	**$185.95**
MAXOPTIX 1.0GB GLASS OR POLY	$195.95	$979.95
RICOH 650MB	$145.95	$699.95

KEYBOARDS

DESCRIPTION	PRICE
MITSUMI BLACK	$39.99
Spill Resistant 101	$19.99
MITSUMI High Quality Keyboard	$29.99
ALPS SWITCH Click-Style	$39.99
KEYTRONICS 2000+	$39.59
KEYTRONICS 2001	$29.99
MACINTOSH Compatible Click-Style Extended	**$69.99**

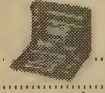
FOCUS

DESCRIPTION	PRICE
FOCUS 2000 W/COVER	$42.99
FOCUS 8000 with Calculator	$59.99
FOCUS 9000 with Calculator / programmable	$69.99

MICROSPEED

DESCRIPTION	PRICE
DELUXE 101-KEY MEMBRANE includes PS/2 adp.	$44.99
DELUXE 101-KEY TACTILE includes PS/2 adp.	$58.99

COMPUTER TOOL KIT



10PC TOOL KIT	$\$10^{99}$
39PC DELUXE w/SOLDERING IRON	$\$42^{99}$

CPU COOLING FAN $\$7^{99}$

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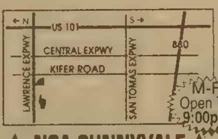

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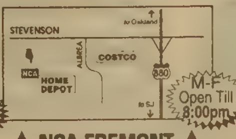

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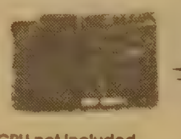

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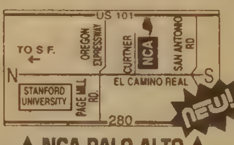

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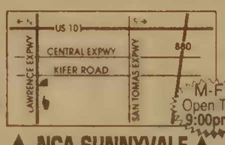

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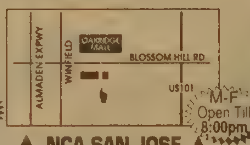

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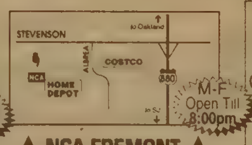

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UNIX *continued from page 72*

of 1995, reports that IBM had fourth-quarter revenues of nearly $20 billion and annual revenue of $64 billion. This represents an increase of 6% over the previous year's revenue.

What share of these revenues come from the UNIX market is unclear. The report cites significant growth in sales of IBM's UNIX offerings, but this is awfully faint praise alongside the comment that demand exceeds supply for other IBM product lines (mainframes, disk storage devices, and notebook-size computers).

•**Hewlett-Packard**: HP's most recent quarterly report cited revenues of $7.3 billion, an increase of 25% over the same quarter a year ago. Although the volume of UNIX-related revenue can't be inferred, the report makes clear that HP is enthusiastic about the success of its UNIX products. (UniForum provides a brief profile of HP that reports the company's revenues of $23 billion and ninety thousand employees.) If HP can sustain its present growth rate, its total revenues for 1995 will be in excess of $28 billion.

•**Sun:** The quarterly report issued in January 1995 by Sun reported quarterly revenues of $1.475 million. These results represent a growth of 30% over the same time period last year. Through the first half of its fiscal year (which began in July 1994), Sun's revenues were $2.7 billion, so it's plausible that Sun's annual revenues this year will be in the $5.5–$6 billion range.

•**SGI:** In the report for the quarter ending in December of 1994, Silicon Graphics reported revenues of $524 million in the preceding quarter and is on track to have $2 billion in revenue for its fiscal year (which runs from July to June). The previous year's revenue was $1.5 billion. SGI's revenues are growing at 35–50%. (According to the company profile published by UniForum, SGI employs about forty-five hundred people.)

•**Novell**: Novell's press release for 1994 results listed total revenues of $2 billion, with NetWare accounting for $1 billion, applications accounting for about $600 million. The press release isn't written very clearly, but suggests that Novell's UNIX revenue was $164 million (nearly half of which was a license fee paid by Sun).

The GIGO Factor

The major advantages of DIY Industry Analysis are that it's fun and it's cheap. Its disadvantage is that it works inductively with whatever information happens to be available, so the boundaries of the industry you're analyzing are always fuzzy. This means that there are some questions that can't be answered with the information available: For example, who, between Sun and HP, has the larger share of the UNIX market? This is, of course, a question mostly of interest to Sun and HP, who can afford the higher price of more precise industry analysis methods.

Personally, I'd settle for modestly priced assurance that the UNIX industry, however fuzzy its boundaries have become, will be around a good while longer. ■

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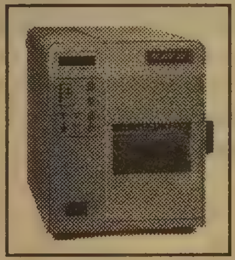

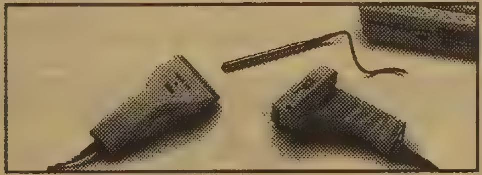

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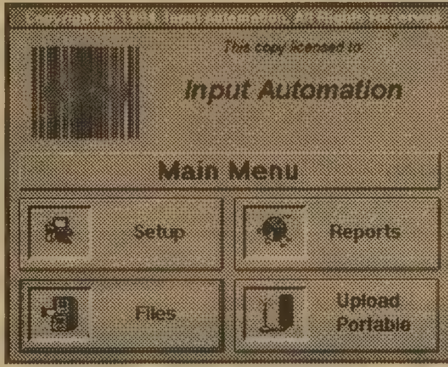

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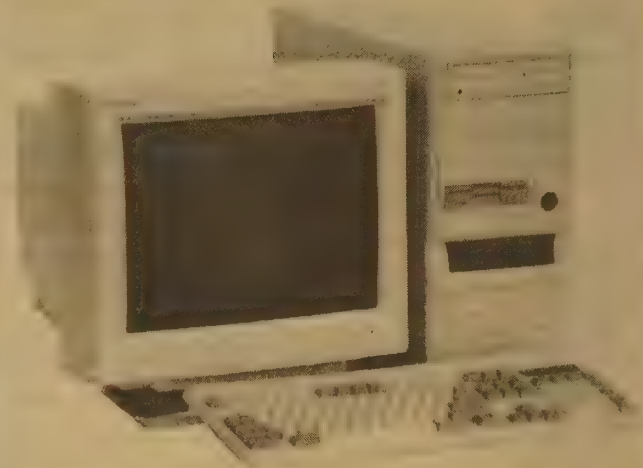

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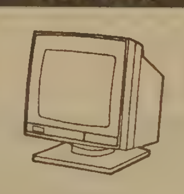

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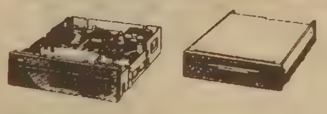

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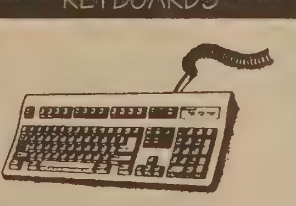

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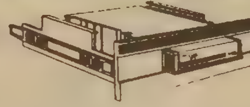

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THINGS THAT MAKE YOU GO HMMM!!! #5

Fast ATA and Enhanced IDE are very much the same. The difference between these two interfaces has to do more with marketing than with technology. The Enhanced IDE camp, led by Western Digital, provided an "Enhanced" to the IDE specification for increasing data throughput on newer drive. E-IDE comes in modes 3, 4 and 5 with throughputs of 13.3MB/s, 16.7MB/s and 20MB/sec, respectively. The Fast ATA (13.3MB/s) and Fast ATA-2 (16.6MB/sec) camp, led by Seagate provides drives that are very much like the E-IDE with extra specifications that *claimed* to increase performance. Both E-IDE and Fast ATA will soon support an ample selection of CD-ROM, Tape Drives and other peripherals that are currently available for SCSI Interface only. Note also that E-IDE and Fast ATA are compatible, i.e. an E-IDE controller can run a fast ATA drive and vice versa. Many of our systems are currently using E-IDE and equipped to handle the future mode of E-IDE and ATA interfaces.

Many PC shoppers believe that SCSI interface is faster than IDE, and insist on using SCSI in their new system because their friend (who is an engineer!) recommended SCSI over IDE. Well, that is not always true; in fact the Enhanced IDE and Fast ATA have higher throughput (13.3MB/s) than the fast SCSI-2 (10MB/s). However, SCSI interface is usually superior in certain operations that a typical DOS/Windows user will *never* use, such as: access storage above 10GB, run up to 7 disk drives off one controller and run multi-tasking operating systems (Windows NT & UNIX) where bus mastering and DMA are a key; but E-IDE will have these capabilities firmly in place in no time. Keep in mind that Fast & Wide SCSI-2 is still the fastest interface available *today* with peak throughput at 20MB/sec.

Are you frustrated with how fast the PC industry is advancing? Are you worried that the system you buy today will be obsolete in 3 years? Unfortunately, it will be. PC industry is moving so fast that no matter how powerful your system is, very soon you'll crave more power. It is predicted that around the year 2008 you will own a *Personal Computer* that surpasses the performance of today's $15 million Cray Supercomputer, and your system will be configured with a processor running at **800MHz** and **64Gigabyte** (that's a G) of RAM and you might *not* even have a hard drive. Sound interesting, wait until you read this, it is also predicted that you will no longer need to worry about what kind of hardware you own, because you will be able to run *any* software, regardless of which type of computer it was written for on your PC. In other words, your PC will be able to run software written for PC, MAC or RISC running in emulation mode without even noticing it. Finally, to put this in perspective, *they* say that if the automobile industry advanced at the pace of the PC industry, by now you should have been able to travel around the world in your car with total gas consumption worth $2.

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Another Side Of Mu

If the brave new world of interactive multimedia is going to have any significance, if it's to be anything better than a cash-generating technological fantasyland, transmission and discussion of ideas will have to become core values. This was once the case in the mid-'80s when educational uses were at the center of research.

There are, of course, a huge number of educational CD-ROMs available today, as well as other worthy multimedia applications, but the central locus of the multimedia world has shifted to a more entertainment-based marketplace of fairly mindless consumer distractions. In the most disturbing scenarios there is an unholy coupling of silicon technology with the worst of Hollywood's brain-dead blockbusters—or flops, as has sometimes been the case.

Bob Stein is one of the strongest advocates of "serious" multimedia. His own ideas are quite distinct from many in the mainstream multimedia or computer industries. Indeed, many in that industry would not only disagree with Stein but would find his thinking positively alarming, downright crazy, or even dangerous. But, as one of The Voyager Company's original founders in 1984, Stein has earned the right to take whatever stance he pleases.

Voyager has been a longtime, preeminent leader in multimedia, publishing a wide range of CD-ROM and floppy-based titles—not all of them serious—since 1989. Arguably, Voyager's multimedia publishing began before computers and multimedia were linked in the public mind with its Criterion Collection of classic films on video disc, which included supplementary materials on the extra channels. Voyager's list now contains over forty CD-ROMs and sixty Expanded Books. Many titles were the first of their kind and have received high critical praise, not only for their content but also for their design and innovation.

Stein himself spent the earlier part of his life as a radical activist working with the civil rights and antiwar movements. He began Voyager in Santa Monica, but, after a premonition about the Northridge quake, moved the company to Manhattan in late 1993. In 1994, the Santa Monica office building collapsed in the quake.

Even in Manhattan and while operating Voyager, Stein continues to call himself a Marxist-Leninist-Maoist. In conversation, he is soft spoken, hesitantly reaching for words, and unafraid to reveal occasional inconsistencies in his worldview and life.

The Often-Contrarian Views Of Voyager's Bob Stein

By Jonathan E.

Cover Photo by Nancy Perlman

ltimedia

In your ten-year history with this medium you must have had a number of personal epiphanies, "This is a great idea, let's do this." Leaving the technical end of things out entirely, do you have a brief personal history? Your favorite moments, somehow an interface suddenly came to life for you . . .

I think that there are thousands at this point—that's almost too general a question.

I think that the first and most important was the one that got me started—I had occasion to do a paper for the *Encyclopaedia Britannica* called "The *Encyclopaedia Britannica* and the Intellectual Tools of the Future." In the course of doing that, I really had to think about books very deeply. "So why should the *Encyclopaedia Britannica* do something electronic? What's wrong with books?"

I found that as long as I thought about books in terms of their physicality, ink on paper, that I didn't get anywhere. But then I started thinking about books in the way they were used, and I realized that the book was the one medium where a user had complete control over the sequence and the pace with which they accessed the material. In a fundamental way this is probably where books get most of their power, aside from their portability and the relative cheapness—there's this issue that if I want to read the paragraph a hundred and nineteen times I can do it, whereas if you're really smart and only have to read it once, you can just do it once.

That gives the author tremendous power in presenting their ideas 'cause you don't have to worry about the pace at which somebody is accessing something.

Is this true? You can get a CD and listen to the same song again and again, you can set up a loop of 10 seconds.

This was before CDs existed. This was in 1980.

You can do the same thing with a vinyl record—you can keep lifting the needle and listen to the chorus again and again.

Yes, you can. You can do it with a VCR too, but you don't like going back. The way you go back fifty pages in a book like this *[demonstrates random access by flipping through a book]* is not like going back twenty-seven minutes with a VCR. It has to have random access; random access, it turns out, is an incredibly powerful aspect of the medium.

So when I started thinking about the fact that books were a random access medium, video disc was the one medium at the time that gave readers, as it were, exactly the same relationship with a film that they'd had with a book—you could easily go back ten minutes, you could watch it in slow motion, you could freeze the frame. You could really start to actively relate to the contents of a film the way you could with a book.

I started to develop this concept of user-driven media, which was like a book, as opposed to twentieth century electronic media, which up until then were all broadcast, they were all producer-driven. You sat there in the chair and you heard the music or you watched the movie, but you couldn't access it randomly. I realized that the theme of everything I was interested in was the transformation of traditionally producer-driven media into user-driven media.

Did you see *Spinal Tap*? [He's referring to his CD-ROM, not the original movie.] To me, being able to search for the word "lemon" in a film and going right there [*snaps his fingers*] changes completely the way in which you will be watching films twenty years from now. I guarantee you that young filmmakers coming out of film school in the next five years will start making films knowing that that kind of complexity is going to be available to their audiences.

I think filmmaking is going to bifurcate. I think you're going to see traditional dramatic films made for big Imax screens—for spectacle. We all want to go to the same room with ten thousand of our friends and watch the same thing at once for the energy that comes from that. That's going to be on gigantic Imax screens and it's going to be fabulous. But I think you're going to see another class of motion picture makers who are going to make stuff for personal consumption, and it's going to be different.

So essentially there's going to be a sort of desktop . . .

I think laptop, bedside, under the covers.

We just want those prices to come down a little bit.

That happens.

How much personal reading do you do off the screen?

I don't do that much, because most of what I want to read isn't digitized. I will tell you that, all things being equal, I would prefer to read on a PowerBook on my lap.

Over paper?

But all things are not equal.

You're talking about formatting here, amongst other things?

Formatting is to me the most significant. I love beautiful books and the computer will never get near the beauty of books.

It will get closer. Eventually we'll have much higher resolution screens; there'll be color and all the beauty of a book. The visual beauty we should be able to transfer. Aesthetic touchy-feely stuff, the sensual touchy-feely stuff, we won't get to, perhaps ever; but the ability to navigate through an electronic text is so fabulous that we'll end up trading off the sensual aspect for the navigational aspects.

Brian Eno says that he's found these basically electronic publications extremely boring, partially, I think, because of the speed, but also because a book is so highly evolved, everyone knows how to use it. To some extent it seems that you must be trying to design a book of the future with some standard sort of navigational ideas and so on.

Have you seen our Expanded Books? It was a good first pass; I love reading them. The reality is that most of what I want to read is not in that format, so I don't.

There's a small percentage of people who swear by them. I was actually amazed at how many people that is. I didn't expect as many people to like them as did, because to me, when we did them originally it was really to make a statement: Someday you'll read on a screen. I didn't really think the time was then, but I thought it was just good enough to make the statement.

We found out that it was good enough and that a lot of people actually liked it. Where we fell apart was that—the thing about reading is that there are tens of thousands of books and we couldn't, by ourselves, get up to critical mass on electronic books.

You're still to some extent the only people who are really looking at text-based material—you've certainly done more with text than anybody else. A lot of people don't handle their text in a particularly clever manner. I don't recall—do you ever use scrolling fields?

No.

A Few Notes of Explanation for Our Readers

The Electronic Whole Earth Catalog

My personal involvement with multimedia began in 1988 when Kevin Kelly, now executive editor of *Wired*, but then editor of the *Whole Earth Review*, asked me to work on the sound for the *Electronic Whole Earth Catalog*. This was originally a demonstration CD-ROM project for Apple's HyperCard to show its abilities in handling fairly large amounts of text (conveniently enough, in our case, already mostly broken into small card-sized chunks), and multimedia (which back then mostly meant sound; video was out of the question, although we briefly considered including simple animations).

It being a Whole Earth and Apple project—and basically uncharted territory—there was a lot of learning to be done. Job descriptions became quite unrigid, meetings were many, procedures were improvised—a project manager's nightmare. However, dealing with the many design issues that frequently arose was stimulating.

Some of those issues are no longer so relevant; for instance, we now would not have to consider the restrictions of a nine-inch, black-and-white screen, which at that time was the standard configuration.

While we wanted to maintain as many qualities of the book as possible in the new medium, given the traditional large trim size of the *Whole Earth Catalog*, it was then impossible to recreate that look and feel on a computer screen. Even with today's larger color screens, it would be a significant challenge.

Other design considerations for electronic book publishing on CD-ROM still have greater relevance,—whether you should think about filling up your CD-ROM (back then I did, and feverishly digitized as many sounds as I could get away with), integration of different media types, and, with a text-based title, how that text is handled and what sort of search capabilities to provide.

These are the sort of issues Voyager has had to deal with—and, for the most part, has done so successfully, although there are also likely to be other acceptable solutions.

Eventually, the *Electronic Whole Earth Catalog* became a commercial product, distributed by Brøderbund. The pace of technological advance never slackened, our pioneering efforts soon became outmoded, and the *Electronic Whole Earth Catalog* is no longer available. Ongoing technological change may also become a challenge for Voyager in the future.

—Jonathan E.

That's a pretty key issue, isn't it?

Gigantic.

I shouldn't say never. We do have some products out there, some titles that do have a scrolling field, but our books do not have scrolling fields. No, that was a *sine qua non*, basically.

What other key ways do you handle text?

We want to make the stuff look enough like a book that people who like to read would recognize it as a book and not say, "Yuck, that's a computer thing." We wanted people who like books to go, "Whoa, that looks like a book." I think we have been basically successful at that.

We wanted to maintain the functionality of the book as much as we could, so we made it possible for you to write notes in the margin, to underline text, to fold down corners of the page, to put a paperclip on a page, to make a vertical mark in the left margin, to do those sorts of things that people like to do.

It took us about six months to do it.

That was including conceptualizing? Did you sit down over a period of months and have meeting after meeting? I'm curious because I remember when we did the *Electronic Whole Earth Catalog* we had meeting after meeting and then, of course, when we'd done it we had even more meetings.

We had a model, which was books.

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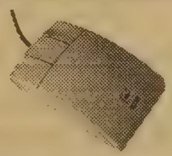

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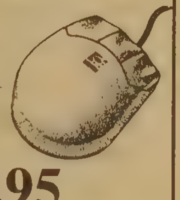

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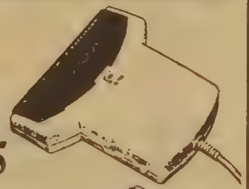

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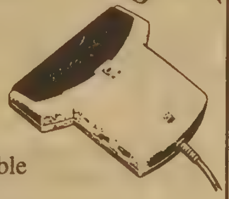

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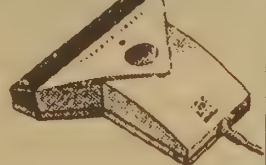

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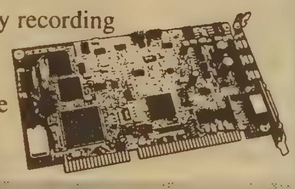

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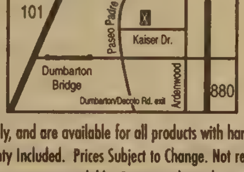

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MICROTIMES

We did too.

No, you were trying to make a CD-ROM, but you weren't trying to make it look like the *Whole Earth Catalog.*

We knew we couldn't because of the size of the screen.

I was trying to make it look like a book, and I knew exactly what a book looked like.

It was interesting. We got an early prototype PowerBook that Apple had sent to our office. Florian Brody from Vienna was visiting, and Florian took ten pages of text from Paul Bowles' The *Sheltering Sky* and put it into a HyperCard thing that looked exactly like what we ended up with six months later. All he did was to put text on the page and put it in Palatino.

What's his background? Is he a type designer? A book designer?

Florian at the time was a researcher at the Austrian National Library. He's a long-term activist in the interactive media world.

So we spent six months basically trying to figure out how to do it. Every morning we'd come in and the programmers would have put in six more features, and we'd sort of have to take them away. All we wanted on the screen was the text and the page number, and a header saying what the chapter was. Nothing else, no buttons, no . . .

So you didn't want windows to click on for video and all that coffee-table stuff?

No. The basic level had to be just text on a screen as beautiful as it could be.

This was just the Expanded Books series?

Then we started putting in video and stuff like that, but that's different. This was when we were just trying to do straight text.

Nobody seems to understand this. People who love, say, the Marvin Minsky piece [*The Society of Mind*] or who love *A Hard Day's Night* even, or *Who Built America?*, don't understand that we never would have gotten to those if we hadn't done the simple books. The simple books were when we built the engine that really established the principles of putting text on the screen.

From day one, from five years ago, it was a three-part project. One was to do simple books; one was to do a tool that would let other people make simple books; and the third one was to expand the concept of a book to include motion pictures and audio—but still in a form that would be book-like, not in terms of its appearance but in the way someone used it, where you, the reader, would be in control of the experience.

There is, of course, a whole different philosophy, where you're trying to do something that you can't do with a book. I think that Marc Canter is probably as close as anybody to achieving that right now.

Marc and I are certainly at opposite ends of the spectrum.

It seems to me that there's room in this business for all of this.

Absolutely.

I think that I'm more catholic in my taste than other people. It's obvious that both are needed.

I think that if there's a spectrum that's two feet wide, we occupy two inches over on one end of it. The whole spectrum is interesting.

I sometimes wish there was more approval for the part of the spectrum that we're in. My own concern is that text is an unbelievably efficient way to communicate important ideas. My disagreement with people like Marc is that they don't seem to think there's any value in text, and I don't get it.

Resources

(or Access as we used to call it at Whole Earth)

- Art Spiegelman's *The Complete Maus*, Stephen Jay Gould's *On Evolution*, Marvin Minsky's *The Society of Mind*, Roy Rosenzweig's, Steve Brier's, and Josh Brown's *Who Built America?*, William Shakespeare's *Macbeth*, Douglas Adam's *The Complete HitchHiker's Guide to the Galaxy*, Robert Winter's *Ludwig van Beethoven: Symphony No. 9 CD Companion*, Richard Lester's film starring the Beatles *A Hard Day's Night*, Rob Reiner's *This Is Spinal Tap*, Jim Petrillo's *Cinema Volta*, People Weekly's *20 Amazing Years of Pop Culture*, Laurie Anderson's *Puppet Motel*, and Rodney Alan Greenblat's *Rodney's Wonder Window* and *Dazzeloids* are all Voyager publications.
- *Blam!* is an independently produced CD-ROM-based magazine available through Voyager.
- Bill Barminski's *Consumer Product* is another independent production available through Voyager. Somewhat ironically, considering the conversation with Bob Stein, it presents strong ideas about advertising and consumerism but uses almost no text, although many words are included in artist Barminski's paintings. It is also available directly for $49.95 from Consumer Productions at (310)391-5897.
- For prices and technical requirements of Voyager titles, or a Voyager catalog, call 1-800-443-2001 or email to *catalog@voyagerco.com* . Voyager also maintains a Web site with info on all products, online order forms, chat and bulletin-board functions, and a whole lot of other goodies at *http://www.voyagerco.com* . Voyager also has a good presence at a retail level in well-stocked stores, including some bookstores.

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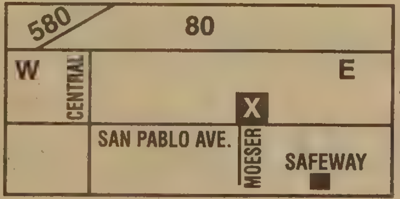

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I think that they don't think of interactive media as being about reading off screen. I think they're looking for more interactivity with the computer as a machine. I think that the key thing is that they want the computer—interactivity to them doesn't mean selectivity, it means that the computer responds, not with a preprogrammed thing.

Now they haven't gotten to this point yet, but what they're trying to do is have the computer to read a lot of signs and come up with a new response that isn't a preprogrammed response.

That's completely fine, it's crucial, it's important work, it's got to go on. But it has nothing to do with what media have been used for traditionally, which is the transmission of ideas. To the extent that they are inventing the media of the future, they're inventing a medium that doesn't have a place in it for the transmission of serious ideas. That is a very, very scary proposition.

I believe that a thousand years from now we're all going to have implants, and you and I are going to talk directly with each other and we'll be able to generate pictures right out of our brains. But next year, if you want to talk to somebody about the crisis of what's happening, of racial pressure in this country—how do you have that discussion without words? The perfect example to me of this is when the LA rebellion happened and the truck driver got beat up. The media constantly ran these two sequences. First, they showed the Rodney King beating, then they showed the truck driver being beaten. Ordinary humans, which we all are, see those pictures and go, "Holy shit, this is horrible," because naturally when you see somebody being beaten it hurts, you emotionally react to that.

But what you were left with after seeing that is that these were equal events. And the reality is that there is nothing equal about them at all. Black people being beaten up by police is a common everyday occurrence in every city in this country. White truck drivers being pulled out of their trucks and beaten up by black people is not a common everyday occurrence in this society. And yet, without the context that you get from words, you're left with really the wrong picture.

So my disagreement with Marc is not about the value of what he's doing, it's about their disregard for the necessity of serious discussion. That's where we differ.

Is that from a conversation that you've had with him in particular?

No, let Marc stand for a whole strata of people, and sure, we've talked about this stuff. The people that are willing to give up text and are going for this Holy Grail of immersive interactivity to me are building the machines that Aldous Huxley warned us against. These are the machines that are going to control the population.

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You are an unrepentant radical?

I'd much rather be known as an unrepentant radical than someone who grew up and saw the light. I can't stand that bullshit. I am unrepentant.

You'd like things to be different?

Things have to be different. It's not even a question of personal choice; it's just that inexorably things have to change.

It's a question of survival, of species survival?

No, I just think that the one constant in all of life is change.

Do you think change is going in the right direction?

One of Stephen Gould's main things these days is trying to point out that change is not necessarily progressive, it's not necessarily in a good direction. But if I looked at it at a more micro level, conditions are getting so bad for so many people that eventually some charismatic leadership will come to the fore that—well, the trouble is, that charismatic leadership could be a Hitler and take us down the road of fascism, or charismatic leadership could take us toward the revolution.

It's extremely hard to predict what's going to happen, but I think that a lot of people in the computer industry tend to see one of these curves that goes like this [*sketching an exponential curve in the air with a hand*]—you know, computers are getting faster and somehow life is going to get better, or at least stay on this plane—and it won't.

There's a real cargo-cult thing going on with computers and technology. *Wired* magazine is full of it.

Yes.

Personally, I'm extremely skeptical that technology's going to make anything better . . .

I'm completely skeptical . . .

I think that basically technology only sets the basis. I mean, real change is made by humans. Technology sets the basis for that change.

I tend to think that the technologies that we have now, the computer technologies and the communications technologies, pose a set of contradictions that are so antithetical...

If you take the idea of everybody having high-powered communications technology in their hands, and the idea of all of us talking to each other and using that to the potential that we could—that seems to be so antithetical to capitalism and the current society that we have, I mean the very hierarchical top-down, rich people at the top and all the rest of us in the middle and at the bottom. That kind of a system really requires powerlessness on the part of people, and especially powerlessness in terms of our being able to communicate with each other.

This whole question of many-to-many communication that we see, first on fax lines and then on the Internet—that kind of technology seems to be tremendously threatening to the status quo, and so I don't really believe that the good technologies that are out there right now are going to be allowed to work whatever magic they could, because I think that the bourgeoisie basically will try to take control, which may in fact give rise to a real struggle for power in society.

I think that potentially there is going to be a battle on the Internet where the big broadcast companies and the big movie companies and everybody, who have been used to broadcasting their position out to everybody else, don't really like the idea of us getting as much pleasure out of talking to each other. And so, it's all up for grabs, you know; it's the first major shift in human communication in 5five hundred years. It's going to play itself out over the next one hundred years. I can't predict how it's going to play itself out but it's going to be one hell of a party.

What are you doing personally about it? Do you use the Internet a lot? Do you do a lot of many-to-many, are you on user groups, and . . .?

I'm not yet. The Internet to me up until now has not been very interesting because I'm not very interested in the low-resolution, unformatted-text-only. I really love beautifully laid out typography, and so the Internet has never been something interesting to me in that sense. It's now getting better looking with Mosaic etc., and as soon as I can get myself a machine that's fast enough, the thing I carry around is too slow for access to the Internet.

So I say I'm way behind the curve on that. I'm more concerned about our lack of thinking about these questions. At first when you asked the question, I thought you meant what am I doing about it politically.

That was one part of the question.

The two things that I do that are most germane: We try at Voyager to publish things that contribute to the dialogue in society in a way that helps to raise big questions, at least. We try to respect the intelligence of our readers and to enable them to participate in some kind of a dialogue.

And the other thing is that to the extent that I have a soapbox, I do try to raise these issues—depending on the group. I mean, if I'm talking simply to technologists I'll often talk about the question of our responsibility to think about the kind of society we want to live in and to try to understand the trajectory of what we're doing. In other words, a hundred years from now what difference will it make if we built the Internet many-to-many, or an Internet that is head-end in, broadcast out?

Or, more deeply, what is happening to kids that are spending so many hours playing video games. Is this okay? Is it not okay? Am I being hopelessly conservative that it makes me nervous? Or am I actually asking a reasonable question?

Once a couple of years ago, after I'd been speaking, I asked the audience, "If you had the opportunity to invent the combustion automobile at this point, a passenger automobile with a combustion engine, would you do it?" I said I wasn't so much interested in the environmental issues as deeper sociological issues, such as what happened to the cities as a result—the whole suburban growth and the malls, the decay of urban life as it were. Would you do that?

It's been consistent that I've been shocked by the response. Not so much that people say "Yes," they would do it again; that doesn't surprise me so much. What bothers me much more is that I get back a lot of antagonism, "How dare you ask the question? Why put that responsibility on me?"

You're asking technologists this question? They're in love with technology. The issue is that people won't ask these questions because, I think, it attacks their very being—or what they perceive their being as being.

I think it attacks their being but I think more fundamentally it puts on them a responsibility they don't want to take. In other words, those of us who are lucky enough to make a good living, or a reasonable living anyway, in the world of technology—we eat in good restaurants, we have nice homes, we take the nice vacations, and we like our toys, right? So if you had to think what the result of this is going to be four or five generations from now, at the very best you'd have to be an agnostic, at the very best, it seems to me. That's sort of where I am.

You're an agnostic, not an atheist, on these issues?

Yeah, because I don't think technology's bad per se.

Why not?

Well, because otherwise you really have to go back to living in caves. I'm too far removed from caves. I can't imagine what that would be like to live without language. So here I am in 1994 and I think the wheel was probably a reasonable invention.

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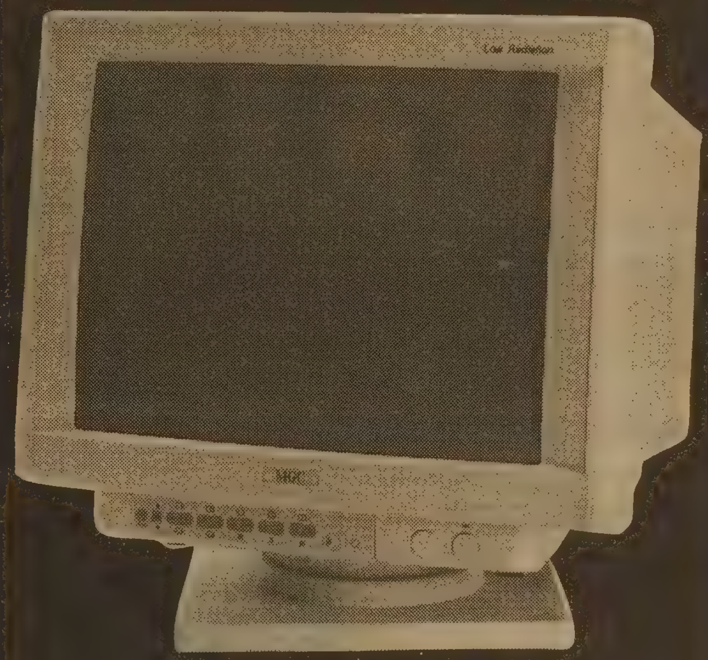

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True—but aren't we at a point where technology solves some questions but also throws up new problems?

But it seems to me that we're now at a point in history where we actually can understand that not all technology is good, and that we do have a responsibility, a social responsibility, to make a decision about how to go.

I think that up until now basically if something got invented and somebody could make a buck off it, they pushed it and it seems to me that that's no longer an acceptable position—yet under capitalism it's what we're going to have. It seems to me that until we get rid of capitalism we're not going to be able to deal with the question of really figuring out as a whole society which way we want to go.

So what's the alternative that you would personally prefer?

I would like to live in a society where money was not the driving force. I think that clearly the problem here is that all major decisions are based on profit.

That's the way people keep score; it comes down to a competitiveness that we have.

There are lots of ways to keep score.

I think perhaps that it's better not to keep score at all.

Well, it might be, but the reality is. . . .

The Chinese actually used to have an expression in sports, which is "Friendship first, competition second." You and I can go out to the basketball court and play one-on-one and fight like hell and then walk off the court, put our arms around each other, and have a beer. You can compete without fucking the other person over. Capitalism is different; there's a question of a small group of people taking the resources for themselves and leaving everybody in the shithole.

I think it's a big problem in the computer business. There's a lot of competitiveness and it's not friendly. One of the things that struck me the press clips from Voyager's press packet is that they're very competitive on this East Coast/West Coast sort of issue.

I can't believe how many people call me up and all they want to talk about is "Why did you move to the East Coast? Is everything moving here?" It's remarkable to me.

The reality is that I moved to New York because it's a more exciting place to be. There were problems with Los Angeles and San Francisco both from our perspective. New York didn't have those problems and it was an incredibly creative environment.

What were the problems with San Francisco?

San Francisco is a city that is extremely focused on hardware and money. In the computer industry here there's a lot of keeping score. There's the whole question of whether you're driving a Porsche or an Acura or whatever it is people like to drive, and what your stock is and all this kind of stuff. It's really central to the computer industry.

In New York the question of people's personal wealth and money is not as apparent as it is here. I'm not sure of the reasons, I don't want to get into it. The reality is that in New York, compared to the West Coast, there's a sensibility that is artistic and creative in its own right, without having that always called into question by money, the way I always found it was here.

That's interesting. I think it varies here. There are different scenes but it's true you go to a lot of people's offices and they're talking about their stock prices.

The art scene in San Francisco is fabulous, but I think that it's quite distinct from the computer scene.

That would be where you'd position yourself? We're going to talk about computers and software companies versus publishing. You view yourself as a publisher as I understand it—as much as you can.

[sighing] I view myself as a publisher; I would call a software company a publisher. The problem for me is that I walk into here [the SF Book Fair] even, and we're over in this sort of ghetto, the multimedia ghetto, which upsets me. In Frankfurt, for example, we've always insisted on being in the book section because I don't want to define what I do by the hardware. I want to define what I do in terms of the ideas in it. And so I don't like being relegated over here by the definition of what machine it plays on.

Let's talk about that for a moment. We know it's not a CD-ROM industry, we know that CD-ROM is a passing phase, and clearly one of the things that happens in general is that QuickTime goes from version 1 to 2, and it would be great if you could redesign all your products to take advantage of a bigger screen.

What are you looking at in the future? Where are you going with the platform, if we can use that word? You've adapted to Windows?

[*with a big sigh*] Yeah, sort of.

We've all got to do that, I'm afraid.

I don't know, it's going to be very interesting to see what happens with Windows. I'm not convinced. It's just not clear to me. It is possible that if Apple and IBM get it together and build a decent cross-platform machine that we could stop looking at Windows per se and make stuff for the Macintosh operating system and be real happy.

> "The sensual touchy-feely stuff of books, we won't get to, perhaps ever; but the ability to navigate through an electronic text is so fabulous that we'll end up trading off the sensual aspect for the navigational aspects."

But having said that—as a publisher, our commitment is to be on whatever platform makes sense, and for the kind of stuff that we do right now, CD-ROM is the only really reasonable platform for it. Sometime in the next several years the Internet will be a place where we could publish our stuff but I'm not as big a believer in online.

I believe in online distribution, but I don't believe in online usage of published works in the sense that we know them today. Take something like Art Spiegelman's *Maus*. If you go through that CD-ROM, if you go through most of it, it's probably going to take you somewhere between ten and fifteen hours, depending on how fast you read, to absorb it all.

I don't want to have to dial up every time I want to read my book. I want that to be resident on something I'm carrying around with me. Maybe someday online stuff will be so easy that it'll be transparent—literally, opening it up puts me online, remembers where I was in the book, that's fine. But that seems to me like that's going to be twenty, fifty years from now, not next year, not two or three years from now.

And so I think that, for the foreseeable future, a lot of the really complex and

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dense stuff that we do will be on some kind of a local storage medium that you actually either buy in a store or download onto something on your machine. I think that the kind of stuff that we're going to see on the Net that's really successful is real-time interactive stuff, where you're doing something with other people at the same time as they are, and it can't possibly be done locally.

For example, I think that we'll see artists who, in effect, will create environments that people spend time in.

Talking a little more about platform technology, are you thinking about MO discs or anything like that? CD-ROMs—you know they could go either way as far as I can see.

I don't care, I guess. What I'm interested in is, I want to deliver a relatively high-resolution, interactive media experience for our reader.

So do you have a technical adviser that's going to come to you in a year's time maybe and say, "You should think about this," or do you just pick it up from...

The reality is that we just pick it up from—mmm, you know... We're hardly the first person anyone comes to; in fact we tend to be the last, for technical stuff.

But we do hear about stuff. In over ten years—when video discs first came out, we started making video discs and made our name; when HyperCard first came out we were the first company to glom onto it, and we did some interesting stuff. When it was possible to put a CD-ROM onto a CD audio disc and connect that to a Macintosh, we were the first company to do the Beethoven. We were the first company to put a major feature-length film onto CD-ROM with *A Hard Day's Night*. So we're not high-tech, but we're pretty good at knowing when it's possible to do something interesting.

I was wondering how formal a process you had.

It's not very formal.

The other thing is that by the time something is ready to come to the consumer market, it's been talked about for a long time in the tech world.

If you're asking me if there's anything I'm hearing about now that's exciting to me, it's mostly the Internet stuff that's interesting. But I tend to think that for Voyager's purposes right now that the Internet is most interesting as a marketing place.

The kind of stuff that we make, I don't see it on the Internet real soon. Entirely new kinds of stuff, I could see it on the Internet. We're into fiction. We've been endlessly thinking about fiction at Voyager, trying to understand what fiction is like when it comes to interactive media, and I can absolutely understand fiction on the Internet right now.

Which would maybe be the author reacting to his readers day-by-day?

I don't know what it is.

But you have some ideas?

I have ideas, but on the other hand, nobody's really come to me with a great idea that I've thought "Yup, that's it, let's do it." Nor have I identified an idea and an author and said, "Let's do it."

When you hear it, you'll know it and you'll be ready to go.

That's what you hope. You hope you see the opportunities when they come, but God knows you miss some.

You've actually been very successful in finding a way to not have money be the driving force.

Well, but the reality is that Voyager has always been, and is still, on the edge of disaster financially. People who work there make half of what they would make anywhere else, or less. We do it because we want to. There's nothing successful about this company except its work—that is, successful in standard terms.

It's well known that Voyager is not about making money and that people there are underpaid. Anybody who wants to raid Voyager knows where our weak points are.

You still get hundreds of resumes; people want to work with you.

Yes, and hardly anybody's ever left—on their own two feet, anyway, of their own free will. One person, a senior programmer for years, went to Kaleida a couple of years ago. It was his big dream to work for Apple; he left Los Angeles and went to Kaleida and he worked there for two years. Next Monday he starts back at Voyager.

That's a tremendous compliment to the company. It's a company where it's a tradeoff—people don't get paid very well, but they get to do things that they're proud of.

What do you look for in a potential employee? We're giving an advice column to our readers.

We're looking for people who have a passion for the world of ideas, and want to figure out how these technologies can be used to express them, and especially want to work with authors.

As a publishing company our principal work is editorial in terms of helping authors say something and get that out into the world. Sometimes people come to us and internally are very frustrated by our low technological level, but the reality is that the only thing we have that is proprietary is our wits.

There's a young programmer that we have right now who's terribly frustrated that our stuff is so primitive technologically. And I agree with him—I'm frustrated too. I'd love it to be different. I'd love to be able to spend a million dollars on every title and have it be technically every bit as good as the content—but I don't have the choice.

> "I realized that the book was the one medium where a user had complete control over the sequence and the pace with which they accessed the material. In a fundamental way this is probably where books get most of their power."

That's an economic situation?

Yes.

Are there any authors you particularly want to work with, that you think would make a great title that you haven't gotten to yet? Who might be on the drawing board who you wish were on the drawing board?

There are a lot of famous authors who I'd like to work with, but my hope isn't with them so much.

You're looking for new talent then?

Yes. I love working with Stephen Gould; it's fabulous working with Laurie Anderson; we're hoping to do a project with Michael Ondaatje. There are lots of people in the music world that I'd like to work with—but the reality is that, big names,

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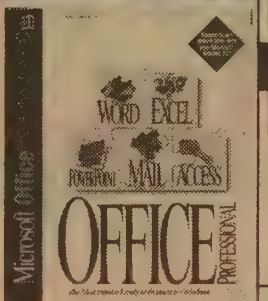

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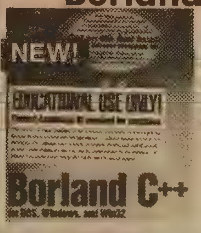

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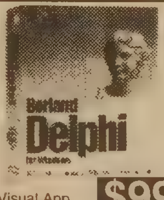

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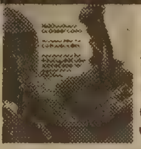

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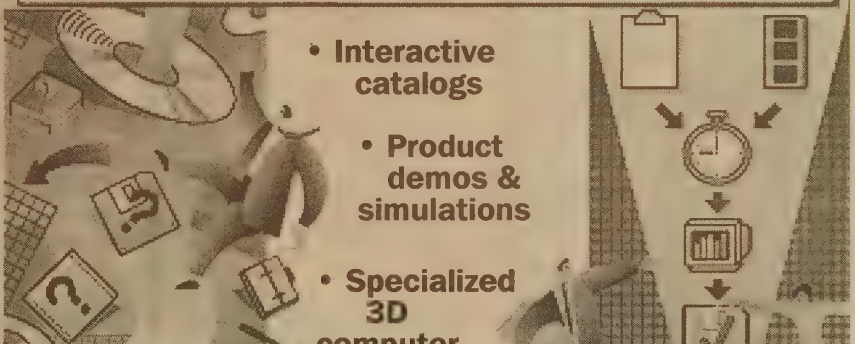

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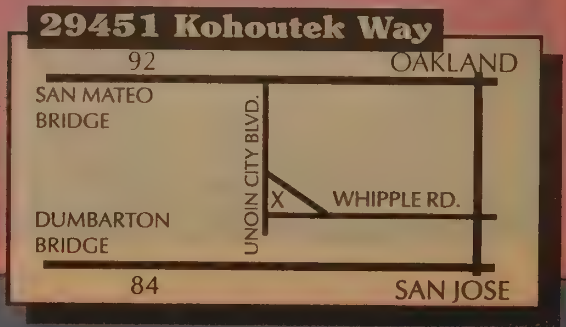

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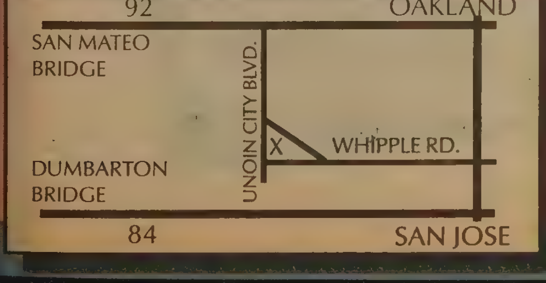

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Product Spotlight

UPDATES

Aspen announced **upgrades to its DX4-100 Universa E** notebook computers. The color screen is larger, larger hard drives are available, the prices have been reduced, and a new software bundle for mobile users is included. Prices start at $2500 for a DX4-100 with 4MB RAM and a 250MB hard drive. Aspen Computer, Inc., 5550 Main St., Williamsville, NY 14221. (716)626-0315.

Athena Design, Inc., released **Mesa 2.0.1**, an update to its 32-bit, multi-threaded, native OS/2 spreadsheet. The upgrade is available free from the ftp sites *hobbes.nmsu.edu:/os2/32bit/demos/mesa2.zip* and *ftp.athena.com:/pub/Mesa2/mesa2.zip* and *mesa2.txt* and the OS2AVEN forum on CompuServe, and from resellers. Athena Design, Inc., 17 Saint Mary's Ct., Boston, MA 02146-4007. (617)734-6372.

Century Software upgraded its network connectivity solution, **TinyTERM Plus**, to v2.2. The new version includes network printer sharing and enhanced file sharing services such as drag-and-drop file transfer protocol. $79 per user or $159 per user for TinyTERM Plus/NFS with a complete network file system implementation. Century Software, 5284 South 320 West, Suite C134, Salt Lake City, UT 84107. (801)268-3088.

HSC Software announced **Live Picture v2.0**, which features significant color correction and color separation controls, substantially reduced memory requirements, and faster image processing, among other new features. Suggested retail price is $3995, but registered users of v1.5.5 will receive a free upgrade. HSC Software, 6303 Carpinteria Ave., Carpinteria, CA 93013. (805)566-6200.

IST is shipping **OpenExchange PRO 1.5**, the latest version of its Windows database tool providing data import and export and other capabilities. The new version supports additional worksheet formats and has an improved interface. $189. Innovative Solutions & Technologies, 904 Jefferson Ave., Joplin, MO 64801. (417)781-3282.

MoneySoft, Inc., introduced **LenderPro v6.0**, a complete rewrite of its loan analysis and proposal generation software system. Introductory price of $295 is available through April 30; thereafter, the list price will be $495. MoneySoft, Inc., One East Camelback Rd., Suite 550, Phoenix, AZ 85012. 1-800-966-7797.

Mustang Software has released **Wildcat! 4.1**, the latest version of its popular bulletin board system software. The new version features enhanced OS/2 support, a new multi-database file system, and a full-screen ANSI-based file listing mode. Wildcat! BBS is available in five different versions ranging from $129 to $999; upgrades from v4.0 are $20 and $50 for older versions. Mustang Software, Inc., 6200 Lake Ming Rd., Bakersfield, CA 93306. (805)873-2500, 1-800-999-9619, or (805)873-2400 for their BBS.

Panacea, Inc., announced **TurboDLD***Demo* **v2.1**, a free display list accelerator software package supporting AutoCAD Release 13 for DOS. In addition, it is a functional display driver for use with all versions of 3D Studio. Available free from the Panacea BBS at (603)432-5139 or the ACAD forum on CompuServe, or for $10 to cover shipping and handling. Panacea Inc., 24 Orchard View Dr., Londonderry, NH 03053. 1-800-729-7420.

Passport Designs is shipping **Alchemy 3.0**, a significant new release of its sound design software for Macintosh. Some of the new features include direct recording from any sound source using Apple Sound Manager 3.0 and Open MIDI System support. Suggested retail price is $595, current users can upgrade for $149. Passport Designs, 100 Stone Pine Rd., Half Moon Bay, CA 94019. (415)726-0280.

Streetwise Software released **Design Portfolio 2.0**, a powerful electronic publishing solution that interactively guides users through the process of creating business communications. Suggested price is $89.95. Streetwise Software, 2116 Wilshire Blvd., Suite 320, Santa Monica, CA 90403. (310)829-7827.

Systems and Synchronous has made available **Release 3.0 of its LANSleuth and LANSleuth+** software-only LAN analyzers. LANSleuth works with Ethernet LANs and costs $489, while LANSleuth+, for $749, works with Token Ring or Ethernet LANs and includes SNA decode capability. Systems and Synchronous, Inc., 900 East Diehl Rd., Suite 110, Naperville, IL 60563. (708)505-3900.

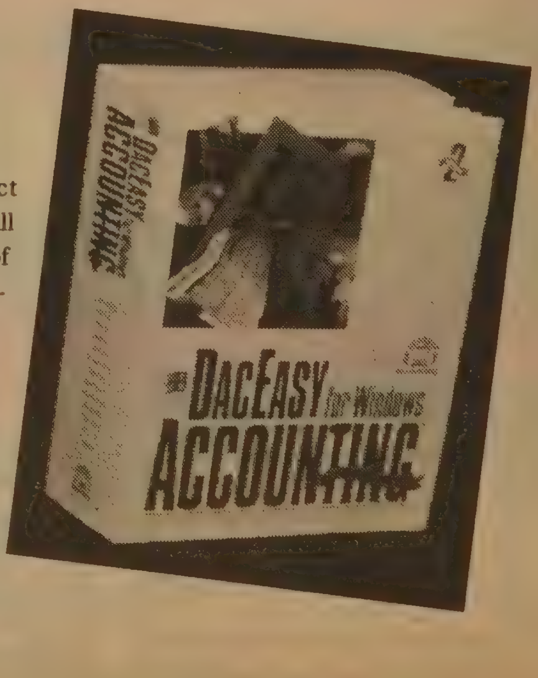
WaterGate Software released **PC-Doctor v1.5**, the latest version of its diagnostic software. The new version detects the Pentium FDIV flaw and simplifies new hardware installation. $129.95, with an OEM version available for bundling. WaterGate Software, 2000 Powell St., Suite 1200, Emeryville, CA 94608. (510)596-1770.

New Products

Business Software

DacEasy Accounting For Windows

DacEasy Accounting for Windows v2 is the first model of what DacEasy calls its "Contact Accounting" line—programs that integrate accounting and communication tools. It includes Call Tracker, Call Activity, Time Minder, DacMail, and Personal Assistant functions as part of its suite of communication tools. On the accounting side, back orders, finance charge calculation, and memorized transactions have been added. Call Tracker can take notes on phone conversations, assign follow-up dates, and bill for the time spent dealing with the client or project. DacMail is a letter merge function providing the ability to create collection or marketing letters that can be run for any range of customers or vendors meeting a customized criteria list. The Personal Assistant is a to-do list that provides fields for assigning to-do items to delegates and projects. ($149.95) DacEasy, Inc., 17950 Preston Rd., Suite 800, Dallas, TX 75252. (214)248-0305.



MEGA TEK

2956 Scott Blvd., Santa Clara, CA 95054
Tel: (408) 293-9447 * Fax: (408) 293-9062

Bus Hrs:
Mon-Fri: 9:30 -6:00
Sat: 11:30-4:00

BEST BUY SYSTEM MULTIMEDIA

- * MotherBoard w/ CPU
- * 4MB High Speed RAM
- * 1.44 Teac Floopy Drive
- * **420 MB Fast IDE HD**
- * SVGA VLB w/ 1MB
- * 14" SVGA .28 Color Monitor
- * Mini Tower Case w/230W P.S.
- * Mitsumi keyboard
- * Microsoft Compatible Mouse + Pad
- * Panasonic Double Speed CD-ROM
- * Sound Blaster Pro 16
- * Speakers

Intel PENTIUM-90/256K PCI	**1,827**
Intel PENTIUM-66/256K PCI	**1,689**
Intel PENTIUM-60/256K PCI	**1,589**
Genoa 486DX4-100/256K VLB	**1,280**
Genoa 486DX2-66/256K VLB	**1,200**
486DX2-66/256K VLB	**1,180**
486DX-50/256K VLB	**1,210**
486DX-40/256K VLB	**1,165**
486DX-33/256 VLB	**1,110**

MEGA SALE	MB	MB+CPU
PENTIUM-90/256K PCI	**255**	**845**
PENTIUM-66/256K PCI	**175**	**490**
PENTIUM-60/256K PCI	**175**	**430**
Genoa 486DX4-100/256K VLB	**130**	**390**
Genoa 486DX2-66/256K VLB	**109**	**279**
Genoa 486DX-50/256K VLB	**109**	**340**
Genoa 486DX-33/256 VLB	**109**	**209**
486DX4-100/256K PCI w/IDE I/O	**130**	**390**
486DX2-66/256K PCI w/IDE I/O	**130**	**300**
486DX-50/256K PCI w/IDE I/O	**130**	**360**
486DX-40/256K PCI w/IDE I/O	**130**	**285**
486DX-33/256 PCI w/IDE I/O	**130**	**220**
486DX2-66/256K VLB	**85**	**260**
486DX-50/256K VLB	**85**	**310**
486DX-40/256K VLB	**85**	**224**
486DX-33/256 VLB	**85**	**175**

MEGA SYSTEM

- * MotherBoard w/256K Cache
- * Intel CPU
- * 4MB High Speed RAM
- * 1.44 Teac Floopy Drive
- * 420 MB Fast IDE HD
- * 512 K Trident SVGA
- * 14" SVGA .28 Color Monitor
- * Mini Tower Case w/230W P.S.
- * 101 keyboard
- * Microsoft Compatible Mouse w/ Pad

Intel PENTIUM-90/256K PCI	**1450**
Intel PENTIUM-66/256K PCI	**1345**
Intel PENTIUM-60/256K PCI	**1230**
Genoa 486DX4-100/256K VLB	**995**
Genoa 486DX2-66/256K VLB	**920**
Genoa 486DX-50/256K VLB	**960**
Genoa 486DX-33/256 VLB	**870**
486DX2-66/256K VLB	**900**
486DX-50/256K VLB	**927**
486DX-40/256K VLB	**839**
486DX-33/256 VLB	**818**

UPGRADE	ADD	UPGRADE	ADD
540 MB	40	SVGA VLB w/1M	35
1 GB IDE	215	Mid Tower Case	25
CPU Cooling Fan	5	Full Tower Case	40
Non-in Monitor	10	Microsoft Mouse	15
ViewSonic 6E	45	Logitech Mouse	10
15" Monitor	100	Power Surge	17
Trident 1MB	20	IDE VLB w/I/O	10

Intel 486 DX 33 CPU w/ MotherBoard ISA only $115

72 PINS MEMORY

512x36-80/70 2MB	70/75
1x36-80/70 4MB	140/145
2x36-80/70 8MB	270/280
4x36-80/70 16MB	520/550

30 PINS MEMORY

1x9-80/70 1MB	33/34
4x9-80/70 4MB	115/120

MONITOR

SVGA 14" .28 NI 1280x1024	205

HARD DRIVERS

MAXTOR 345 MB IDE	169
MAXTOR 540 MB IDE	192
CONNER 340 MB IDE	160
CONNER 420 MB IDE	170
CONNER 540 MB IDE	190
CONNER 540 MB SCSI	225
CONNER 1.2GB IDE	385
QUANTUM 540 MB SCSI	225
QUANTUM 1.0 GB SCSI	545
FUJITSU 525 MB	195

KEYBOARDS

101 Enhanced keyboard	15
Mitsumi keyboard	12
Keytronic	24
Focus 2001	35

VGA

SVGA 256K/512K	$24/35
SVGA 1M	57
SVGA Vesa Local Bus w/ 1MB/2MB	75/124
ATI	
WinBoost PCI 2MB (Mach 64) DRAM	178
WinBoost PCI 2MB (Mach 64) VRAM	269
Mach 32 PCI 1MB/2MB DRAM	140/190
SPIDER	
32 VLB 1MB/2MB	81/129
256 CACHE 1MB/2MB	115/165
64 VLB/PCI 1MB/2MB	119/174
BlackWidow Plus VLB/PCI	160/215
Tarantula 64 2MB/4MB	265/375

CONTROLLERS

IDE 2FD/2HD w/2S/1P/1G	11
IDE VLB w/I/O	18
I/O w/16550 chip	25
IDE I/O w/16550 chip	32
IDE VLB I/O w/16550 chip	38
IDE PCI controller	26
SCSI PCI controller	65
SCSI PCI w/Wide SCSI	99
Adaptec SCSI 1522	79
Adaptec SCSI 1542 OEM/1542 w/kit	168/245
Adaptec SCSI 2842 VLB	209
Adaptec 2940K PCI	197
Adaptec 2940W PCI (Wide SCSI)	265
Promise DC-4030 VLB IDE Cache	115
Spider Pro 32 VLB IDE w/I/O+SVGA	93

TERMS AND CONDITIONS
1- One year parts & 3 years labor on all complete system.
2- Not responsible for type errors.
3- Price and availability subject to change w/o notice.
4- Price reflects cash discount.
5- Sale prices are for end users purchase only.
6- All special-ordered items are non-refundable.
7- Shipping, Insurance and COD charges are extra and non-refundable.

MULTIMEDIA

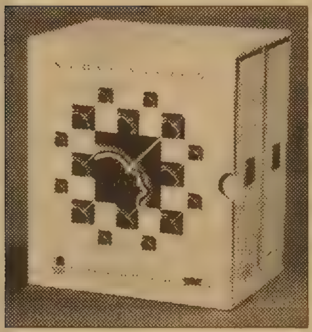
SoundBlaster Pro 16	75
Sound Blaster 16 MultiCD	79
Sound Blaster 16 SCSI II	110
SONY CD-ROM /IDE Double Speed	115
PANASONIC CD-ROM Double Speed	115
NEC Triple Speed	275
TEAC 4X SPEED IDE	180
*DIGITAL SCHOOLHOUSE KIT	268
*IMPRESSION CD-ROM KIT Double speed CD-ROM + Sound Blaster 16 + Speakers + a lot CD titles.	255
*NEW DISCOVERY CD 16 Kit Double Speed CD-ROM+Sound Blaster 16 +Speakers+15 CD titles	270
*POWER KIT III Panasonic Double Speed CD-ROM +Sound Blaster 16+Speakers+11 CD titles	245

MISCELLANEOUS

Fax/Modem 96/24	29
Fax/Modem 14400	50
Fax/Modem 28800	115
US ROBOTICS Fax/Modem 14400	99
US ROBOTICS Fax/Modem 28800 v.34	230
COLORADO Tape Backup DJ-20 250 MB	150
Mini Tower Case w/ 230 Watt P.S	34
Desktop AT case w/230 Watt P.S	40
Medium Tower Case w/ 230 Watt P.S	58
Full Tower Case w/ 250 Watt P.S	74
Microsoft Mouse Serial	25
Logitech Mouse Serial	20
1.44 Floppy Drive	32
1.2 Floppy Drive	40
TEAC 1.2/1.44 Combo Drive	99
80 Watt Speakers	50
120 Watt Speakers	65

DEALER WELCOME

Sybiz Vision



Sybiz Vision is a Windows-based accounting program that provides an integrated approach to financial management in a multi-user environment. It includes General Ledger, Accounts Receivable, Order Entry, Inventory Management, Accounts Payable, Purchase Order, and Crystal Report Writer modules. Sybiz Vision was developed using FoxPro for Windows and is very accessible for third-party integration, thus permitting the development of custom modules. It supports most local area network operating systems and has full record locking capability. (Module pricing ranges from $395 to $995; Sybiz Starter Kit, which includes General Ledger, Accounts Receivable, and Accounts Payable and a single-user system manager, is $1895). Sybiz International, Inc., 200 Brown Rd., Suite 306, Fremont, CA 94539. (510)249-1777.

CD-ROM

1995 Grolier Multimedia Encyclopedia

The 1995 edition of Grolier's *Multimedia Encyclopedia* contains over six hours of multimedia, eight thousand images, thousands of new and revised articles, and several new narrated animations. Some of the new features include Pathmakers, six groups of people who have made great discoveries, major works of art, or other enduring achievements, each with a contemporary representative; 325 highly detailed interactive maps with hot links that allow users to explore and link other maps and explanatory articles; interactive historical timelines to explore cultures, kingdoms, periods, world movements, and transcultural trends; illustrated factboxes that contain summary text, graphics, maps, and pictures; and Related Concept Searching, which expands the breadth of a specific search to include topics loosely or indirectly related to the subject. ($149, Windows/MPC and Macintosh) Grolier Electronic Publishing, Sherman Turnpike, Danbury, CT 06816. 1-800-285-4534.

Megapak 2

Megapak 2 is a package of eleven entertaining CD-ROM titles covering everything from controlling dinosaurs, exploring the future, commanding warships, and battling medieval hordes to traveling through the human body.

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PC

Included CDs are *Jurassic Park* by Ocean Software; *Spectre VR* by Velocity; *Bodyworks Voyager* by Software Marketing Corp.; *Shadowlands* by Domark Group; *The Psychotron* by Merit Software; the CompuServe Starter CD, which includes a free one-month membership; and five others. ($39.95) Megamedia, 1701 Bldg. D Fortune Dr., San Jose, CA 95131. (408)428-9920.

Financial Software

Simply Tax For Windows

For those of you who haven't begun your taxes yet, Simply Tax is a comprehensive tax preparation software program that makes it easy to complete tax returns. Featuring tax-savings tips from *The Ernst & Young Tax-Saving Strategies Guide 1995*, users can make the most of their tax situation. Tax tips on subjects from retirement to charitable contributions help users improve their financial future, while tax-planning strategies and last-minute year-end tax-saving ideas help users

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- ➪ Remote access to all your PC's files.
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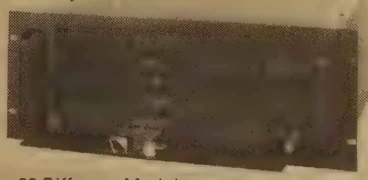
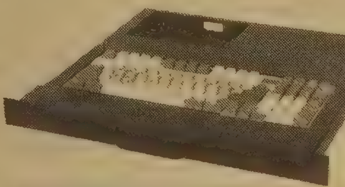
- 9" to 20" Diagonal Sizes
- Monochrome or Color SVGA Monitors
- Monitor Kit for Desktop Monitors Available

ENCLOSURES



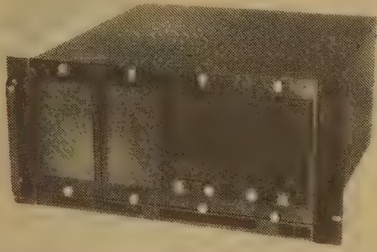
- 20 Different Models
- Designed for 8,12,14,20 Slot Board
- Up to 8 Drive Bay & 600W Power Supply
- Redundant Power Supply (Optional)

101 KEYBOARD



- Full travel drawer mounted 101 keyboard with mouse holder & 22" rail
- Heavy duty steel construction
- IBM PC AT fully compatible

HARD DRIVE ENCLOSURES



- Designed for 4 Full Height or 8 HH Drives
- Up to 600W Power Supply (2 x 300W PS)
- Redundant Power Supply (Optional)
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RACKMOUNT SERVER SYSTEM

Available as parts or complete system

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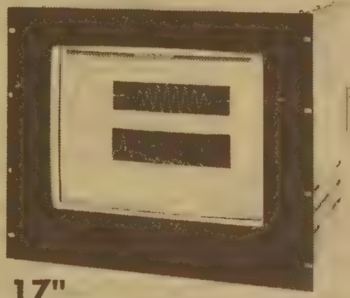


- 19" Rackmount chassis
- Adjusts to most 15" to 17" desktop monitors
- Lexan face plate

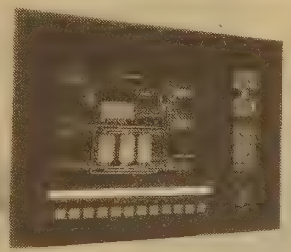
RACKMOUNT SYSTEMS

- 19" Rugged chassis with up to 600 watt P/S
- Motherboard or Backplane up to 20 slots
- 286, 386, 486, or Pentium systems
- Rackmount SVGA Monitor
- Fully Assembled with 48-hour burn-in

INDUSTRIAL RACKMOUNT SYSTEMS

- 286, 386, 486 ISA / EISA / VESA System
- 9" Monochrome or 10" Color SVGA Monitor
- 3 External and 2 Internal Drives
- Membrane 101 Keyboard

NEMA 4/12 INDUSTRIAL WORKSTATIONS



- 286, 386, 486, or Pentium systems
- Rack/Panel-mount chassis
- 9", 10", or 14" Mono or Color Monitor
- 7 or 8 Expansion slots

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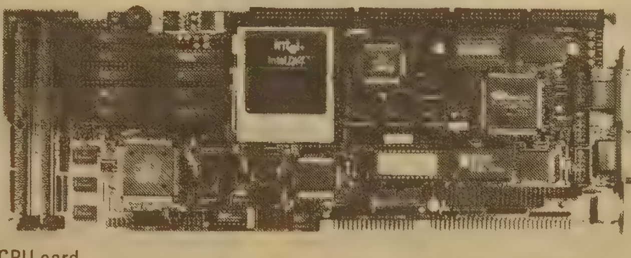
486DX4-100MHZ CPU CARD

- 486DX4 up to 100MHZ
- Up to 64MB on-board memory
- On-board VESA-VL Bus True Color VGA
- Two high speed serial ports
- One multi-mode parallel port
- Floppy and IDE HDD controller
- Watch-dog Timer
- Passive backplane - 3 slots to 20 slots
- Also available 386, 486, ISA / EISA / VESA CPU card



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B. Toshiba Laptop RAM Cartridges --1 Megabyte

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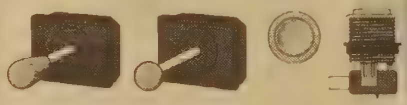
Arcade Game Controls

- Heavy-duty switch-type joysticks, made by Wico
- New in box, 10A Microswitch contacts
- Mounting flange 3" x 3.5", stick with knob is 3.25" high
- Choice of red or black teardrop or red ball knobs

HSC# 15227 Red Teardrop HSC# 15228 Black Teardrop
HSC# 15230 Red Ball Knob Your choice $6.95



- Heavy-duty "fire" buttons, made by Wico
- New, 10A Microswitch contacts
- Mounting flange 1.25" dia., mounts in 1.125" hole
- Nicely dished button, choose from several colors (Note: only a few blacks were available at press time)

HSC# 15218 Yellow, HSC# 15219 White
HSC# 15220 Blue, HSC# 15221 Green,
HSC# 15222 Red

Your Choice $1.95 ea.

Modem Madness!

- Hyundai external 2400 & 1200 bps modems
- New in box with telco cable, manual, power adaptor
- CCITT V.21(V.22/V.22bis for 2400), MNP-5 compatible
- 5" x 1.25" x 8 5" compact size, software included

HSC# 15179	2400 bps External Modem	$17.50
HSC# 15238	1200 bps External Modem	$9.95

- 1200 bps internal modem card, new with software

HSC# 15239	1200 bps Internal Modem	$4.95

Tiny IDE Hard Drive

- 43 Megabyte, IDE Interface, 23 mS access time
- Toshiba MK1122FC 2.5" hard drive
- Overall Size 2.75" x 4" x .75"
- Looks like new, 90-day warranty
- Can be used with standard IDE and power cables by purchasing adapter card (HSC# 15202, $4.95) and modifying to fit (we provide instructions)

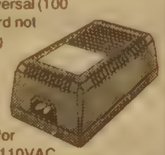
HSC# 15203 **$39.95**

220V Printer Special!

- Citizen 120D+ 9-pin Dot-matrix printer, Parallel interface
- Narrow carriage, friction or tractor feed, tractor included
- 120 cps draft mode, 144 cps High-speed Elite
- Overall Size 3.5" x 14.5" x 9.5" (without tractor)
- 220VAC, British-style plug (big blades)
- Brand new in box, 90-day warranty
- Could be used with step-up transformer, inquire.

HSC# 15253 **$69.95**

Handy Power Supplies



A) Switching power supply rated at 5VDC, 3A, Measures 2.75 x 3.25 x 5.25", IEC receptacle for universal (100 - 250VAC, 47 - 63 Hz) input, IEC cord not included, 6' Output cord with DIN plug New in box. HSC#14996 **$5.95**

B) Linear supply rated at 12VDC @ 1200 mA. Input is strapped for 240 VAC input, use as is with 110VAC for lower voltage output, or re-strap it for 110VAC use at 12VDC. Measures 2.5 x 4 x 6.5", IEC cord not included HSC# 14980 **$5.95**

C) Standard 6' IEC power cord for use with above supplies, misc. colors & styles, used. HSC# 80119 **$.99**

D) Multi-output linear supply rated at 5VDC @ 600mA, +12VDC @ 250mA, -12VDC @ 250mA, 110VAC input, measures 2.5" x 3" x 4.75", generous 4' AC input cord, 5-pin DIN output cord, HSC# 15137 **$14.95**

E) Same as "D" above, only 5VDC @ 500mA, +12VDC @ 1A HSC# 15139 **$9.95**

SCSI Docking Bay

- Makes 3.5" SCSI Drives removable
- Fits in 5.25" half-height slot
- Metal bay, plastic frame
- Remove drive for security
- New in box
- Power interlock protects drive
- Includes data & power connections

HSC# 15263 **$29.95**

Multimedia Woofer!

- 60-watt air-suspension speaker with built-in crossover
- Mediavision Model 670-0020, used with CDPC system
- 6" speaker, 30 - 300 Hz freq. response, 40 Watts RMS
- Handsome black styling with removable black grille
- 9" x 7" x 17" cabinet, 1/4" phone plug input (cable incl.)
- New in box, 90-day warranty

HSC# 15178 **$27.50**

WORM-drive Project

- Maxoptix RXT800S internal full-height 5.25" drive
- 800 MB Write Once, Read Many (WORM) Optical Drive
- Customer returns, some work, some don't...
- As-is, no returns or exchanges...perfect for experimenter
- SCSI Interface, we have no other info.
- Driver software available in Corel SCSI! package
- Sorry, we don't have media yet, but we're looking!

HSC# 15209 **$19.00**

12VDC Mega-power!

- LH Research Super-Mite switching power supply
- Provides 12 Volts DC @ 84 Amps!
- Model #SM11-2/115
- Switching supply, so don't run without a load!
- 115 VAC input, 2000 VA, has 5" fan
- Used, 30-day warranty (void if run without 50% load)

HSC# 15185 **$89.95**

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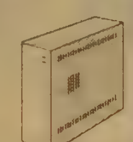
Disk Drive Case x 2!



- Upright style case for 3.5" hard drives
- Includes power supply, fan
- 25-pin D-conn can be removed, enlarge hole for your connector
- 2.25" x 6.25" x 7.25" compact size
- Uses IEC power cord (not included)
- Power & drive activity LED's

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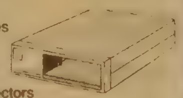

- Low-profile case for 5.25" drives
- Perfect for CD-ROM drives
- 9.5" x 2.5" x 10.5" overall size
- 50-pin SCSI daisy-chain connectors
- Uses IEC power cord (not included)
- Internal audio cable, RCA jacks on back
- Features 40W power supply, fan, SCSI ID switch

HSC# 15170 Upright 3.5" Drive Case	$39.95
HSC# 15243 Low-Profile 5.25" Drive Case	$39.95

Network Cable Special

- Dual Workstation Installation Kit
- Two high-quality 10' RG-58 coax BNC cables
- Two BNC tee's
- Two BNC 50Ω terminators
- One BNC coupler
- Enough to cable two Thin-net workstations to the wall-plate distribution point

HSC# 14967 **$9.95**

VGA to RGB Cable

- Ten foot cable
- High-density 15-pin D-sub (VGA type) connector at one end
- 5 BNC Connectors at the other end: Red, Green, Blue, Horizontal and Vertical synch.
- Perfect for those high-res CAD monitors

HSC# 14963 **$14.95**

Laser Diode

- Toshiba TOLD-9200
- 3 to 4 mW at only 75 - 100mA of current!
- 670nm wavelength (visible red)
- Brand new prime
- Uncollimated, needs current regulation
- Application sheet with suggested circuit supplied

HSC# 15163 **$17.95**

CD-ROM Starter Kit!

- Sony CDU-535 internal CD-ROM Drive (uses caddies)
- Working drive pulled from multimedia systems
- Single-speed half-height drive, Sony 40-pin interface
- Front earphone/speaker jack, rear audio connection-
- New controller card, cable included (no software, caddy)
- 90-day warranty

HSC# 15191 **$49.95**

Back-up Tape Drive

- Summit Memory Systems "Express 120"
- 120 Megabyte internal tape-backup unit
- Bundled with Central Point Backup software
- Interfaces like a floppy drive (34-pin conn. on back)
- Brand new in box (includes AT mounting rails)
- DOS, Windows, Novell compatible
- 90-day warranty

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Computer Parts Specials!

A. Teac half-height 5.25" 360K Floppy Drive
- Black Faceplate, Used, 30-day warranty

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B. IDE Hard/Floppy Controller, high quality Maxtor brand
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C. Slim-line AT case, new, no power supply
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HSC# 15196 **$14.95**

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- 90-day warranty

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- Used VeriFone Tranz 240 terminals
- Vacuum-fluorescent alphanumeric 16-character readout
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- Communicates over an RS-485 line
- Needs 8.5 VAC adaptor
- Quantity discounts available

HSC# 14848 **$19.95**

New! QRP Kit Specials

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- 1.5 Watt (Sprint) & 3 Watt (Explorer) models
- 30, 40 Meter bands avail. for Sprint, 20, 30, 40 for Explorer
- 100% complete kits with chassis, knobs, etc.
- All coils prewound for assembly ease
- QRP Wattmeter kit WM-1 available for $79.95

Sprint Transceiver Kit	$89.95
Explorer Transceiver Kit	$129.95

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- Lucasfilm's "Their Finest Hour -- The Battle of Britain"
- Historically accurate depiction of key WW II battle
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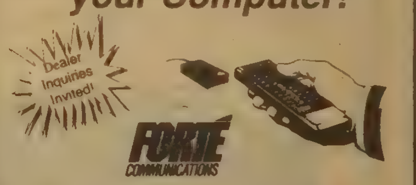

- Infrared Remote operates your computer from 50 feet
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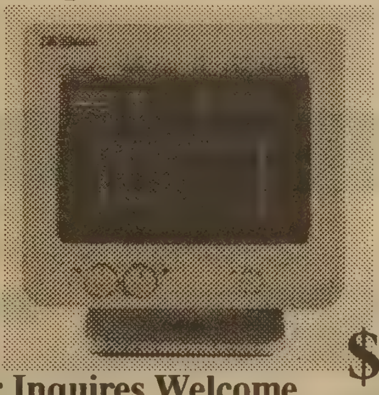

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Mac Software

MacDesign Billing 2.0

MacDesign Billing 2.0 is a series of templates for FileMaker Pro 2.0 that provides artists and designers with a complete system for estimating, invoicing, and billing clients. It includes the ability to bill by the hour, to make partial payment entries, and to mark up expenses. There are estimate and invoice layouts, an automatic statement generator, accounts receivable and YTD summary reports, and a database for client contacts. Five optional modules (available separately or as part of the Pro Package) handle purchases, time sheets, photography, service bureaus, and print advertising. The language in MacDesign Billing will be familiar to art production professionals: there are cost categories for mechanicals, type, stats, photography, and printing. MacDesign Billing also addresses tax regulations specific to the graphic arts industry. ($149, Pro Package with all five modules is $349, individual module prices range from $49 to $129.) Desktop Graphic Services, 2265 Westwood Blvd., #105, Los Angeles, CA 90064. 1-800-378-3000.

MACDesign Billing 2.0

PC Software

3DPC Screen Savers

3DPC The Second Movement is the latest release of three-dimensional animated screen savers from Forté. It features nine new 3-D, ray-traced, surreal animations, including running morphing androids, clones emerging out of a burst of flames, and four-dimensional marching hypercubes. Many of the modules feature visual effects such as 3-D imaging, texture mapping, image morphing, montages, video fusion, 3-D surfaces and perspectives, solid model renderings, virtual realities. 3DPC The Second Movement also includes play corners to start and stop animations on demand, an animation previewer, privacy protection via a password, random or customizable play sequences, context-sensitive online help, and easy installation. For Windows 3.1 with a Mac version due this year. ($19.99) Forté, 2141 Palomar Airport Rd., Suite 100, Carlsbad, CA 92009. (619)431-6400.

Western Union DeskMail II

DeskMail II for Windows enables any business, organization, or individual to send Western Union Mailgram messages and other Western Union-expedited mail to any address in the US or Canada. Users can select Western Union Mailgram service, with next-day delivery; Priority Letter service, with two-day delivery; or Custom Letter, with first class delivery. When using Mailgram service, messages are electronically transmitted through the Western Union system, printed, given priority handling status, and delivered the next business day. With DeskMail, letters can include personalized signatures and logos, be sent certified mail, and can contain business reply envelopes. ($39.95)Western Union Financial Services, Inc., One Mack Centre Dr., Paramus, NJ 07652. 1-800-624-5472.

continued on page 321

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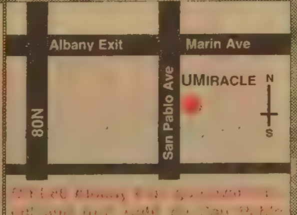

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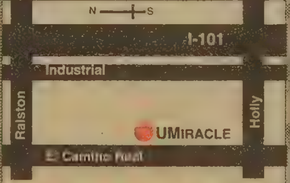

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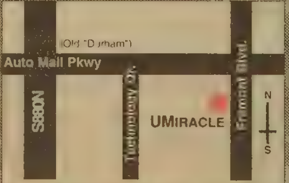

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Pentium Intel Premiere PCI II Plato 75/90/100MHz 256K, suppt 72Pin SIMM, bulit-in PCI-IDE & ISA IDE Interface, FD, 2 hi-spd Serials, enhanced Parallel, support Enhanced IDE LBA Mode-3, support 4 IDE HDs. Flash AMI ROM,PwrSaving, Neptune Chpst	$370
Micronics P5-75/90 M54-Pi Motherboard 75/90MHz 256K (upto 512K), built in PCI-IDE & ISA IDE Interface, FD, 2 hi-spd Serials, enhanced Parallel, support Enhanced IDE LBA Mode-3, 4 IDE HDs, Flash Phoenix ROM, upto 192MB, Plug and Play, Intel Chipst	**$420**
P5 Pentium P5-90/100MHz PCI 256K cache, suppt 72Pin SIMM, upto 192MB, upto 1MB cache , 5 ISA & 3 PCI slots, SIS chipset, with built-in Adaptec SCSI-2 AIC 7850 controller (AHA-2940 equvialent) supporting 50Pin Fast SCSI-2, onbrd Enhanced IDE, Floppy port, High Speed 16550 UART serial ports, Enhanced Parallel port, 50pin SCSI , IDE & Floppy cables & complete software included	**$495**
Pentium 586 AIR-EP 90 Tornado 512K 90/100MHz EISA/PCI - 2 PCI/4 EISA(ISA compatible) Slots, ZIF, Intel Mercury Chipset, Upto 128MB by 72Pin SIMM, Bus-master, AMI BIOS, 32-bit PCI bus-mastering SCSI ports using Adaptec AIC 7870 controller (AHA-2940W equvialent) supporting 50Pin Fast SCSI-2 & 68Pin Fast WIDE SCSI-2, onbrd floppy ports supporting 2.88MB, High speed 16550 UART com1 and com2 ports, bi-directional enhanced parallel port, 50pin SCSI cables & complete sftwre included	$670
Pentium 586 AIR-54CDP Dual 90 Tornado 512K 90/100MHz EISA/PCI - 2 PCI/5 EISA(ISA compatible) Slots, ZIF, Intel Neptune Chipset, Upto 512MB by 72Pin SIMM, Bus-master, AMI BIOS, 32-bit PCI bus-mastering SCSI ports using Adaptec AIC 7870 controller (AHA-2940W equvialent) supporting 50Pin Fast SCSI-2 & 68Pin Fast WIDE SCSI-2, onbrd floppy ports supporting 2.88MB, High speed 16550 UART com1 and com2 ports, bi-directional enhanced parallel port, 50pin SCSI cables and complete software driver included	$880

CPU & Memory: (Prices Subject to Change Daily)

Pentium P5-60/66/90/100MHz CPU	$Call
Intel 486-66DX2/100DX4	$Call
AMD 486-66DX2/80DX2/100DX4 3.3V or 5V	$Call
CPU on-Socket Voltage Regulator 5V to 3.3V	[illegible]
8Kx8/32Kx8/64KX8/128Kx8 Cache SRAM	$2/$5/$14/$32
1MB Video DRAM (256Kx16-70ns DRAMx2pcs)	$60
2MB Video VRAM (256Kx8-70ns VRAMx8pcs)	$150
4MB RAM SIMMs (1M-70ns 30-Pin SIMMx4pcs)	$Call
16MB RAM SIMMs (4M-70ns 30-Pin SIMMx4pcs)	$Call
72Pin 70ns RAM SIMM (4/8/16/32/64MB)	$Call

I/O Card/Controller Card/Network Card

Single/Dual Parallel Printer Card	[illegible]
8 Bit AT I/O 2S/1P/1G	$10
8 Bit AT I/O 2S/1P/1G w/ 2 HiSpd UART 16550's	$25
16 Bit IDE/2FD with 2S/1P/1G	$10
16 Bit IDE/2FD with 2S/1P/1G 2.88MB support, HiSpd 16550 UART's on Serial ports	[illegible]
VLB 32 Bit Enhanced 4-IDE/2-FD 2S/1P/1G Controller Supporting 4 Mode3 & 4 E-IDE devices	[illegible]
VLB 32 Bit Enhanced 4-IDE/4-FD 2S/1P/1G Controller Supporting 4 Mode3 & 4 E-IDE devices, 4 Floppy drives including 2.88M, hi-spd 16550 UARTs, bi-directional ECP/EPP Parallel	$50
Adaptec 2940 PCI Fast PCI SCSI-2 Kit	$265
Adaptec 2940W PCI Fast WIDE SCSI-II, 20MB/s burst, 15 SCSI devices support with 50 & 68Pin ribbon cable Complete Kit with software	$325
SideGold VLBus Fast SCSI-2, Enhanced-IDE w/ high-speed I/O Controller - Implement with latest Adaptec SCSI 6360 chip supporting HD > 2GB, up to 10MB/Sec DTR, complete EZ-SCSI Software, support E-IDE HD > 528MB, Mode 3 protocol, compatible with ATAPI E-IDE devices. 2 hi-speed 16550 UART serial ports, programmable baud rate generator, bi-directional multi-mode parallel port with ECP/EPP, user friendly jumperless design	[illegible]
External SCSI-2 50Pin Micro-D Adapter for any onboard internal 50pin ribbon cable SCSI interface	[illegible]
Ethernet NE2000 Adapter Coaxial/10-Base T/Combo	$40/$40/$50
3COM Etherlink III - 3C509 16bit Coax/10-baseT	[illegible]
3COM Etherlink III - 3C509 16bit Combo	$110
3COM Etherlink III - 3C579 EISA 32bit 10-baseT/Coaxial	$225
PCI Ethernet Network Card	$Call

Video Card:

Trident 9440 VLB Windows Accelerator 1280x1024, 16.7Million Color	[illegible]
Diamond Stealth 64 PCI 64Bit Graphic Engine S3-864 2MB DRAM	[illegible]
Diamond Stealth 64 Video PCI 64Bit Graphic Engine S3-964 2MB/4MB VRAM Version	**$280/440**
Diamond Viper Pro 64Bit Graphic Engine Weitek 9100+9130 chpst 2MB/4MB VRAM	[illegible]
ATI Win Turbo Pro PCI 2/4MB VRAM	[illegible]
ATI Graphic Turbo Pro PCI 2/4MB VRAM	[illegible]
Matrox Impression Plus PCI 2MB VRAM	[illegible]
2MB VRAM upgrade board for Impression Plus	[illegible]
Matrox/Number Nine/Hercules Video Card	$Call

Monitor:

14" ExView1Kx768NIx0.28DP Digital Ctrl Green	[illegible]
15" ExView1280x1KNIx0.28DP Digital Ctrl Green	[illegible]
Hitachi SuperScan 15S, 15" NI, 1280x1024, 0.28DP, FlatScreen, EPA Green, Digital Controlled	[illegible]
MAG DX17F 17" Digital Control 30-64KHz, .26DP, upto 76Hz, 1280x1024NI, Green, MPRII, VESA DPMS	[illegible]
Sony CPD-15SF 15" Trinitron 0.25DP 1280x1024, Green Support, 3 Year Manufacturer Warranty	$410
Sony CPD-17SF 17" Trinitron 0.25DP 1280x1024, Green Support, 3 Year Manufacturer Warranty	[illegible]
Viewsonic 17G 17" Green w/on-Screen Cntrl	[illegible]
Viewsonic 17 17" 0.28DP 1280x1024NI	[illegible]
Viewsonic 20 20" 0.28DP 1600x1280NI	[illegible]
Viewsonic 21PS 21" 0.28DP 1600x1280NI	[illegible]
NEC, Nanao, Nokia, Monitor	$Call

Modem:

Digicom 14.4K Fax/Data Internal 16550 UART	[illegible]
US Robotics Sportster 14.4K Data/Fax 16550UART V32.bis, V.32, V.42 Internal/External	[illegible]
US Robotics Sportster 28.8K V.34 Data/28.8K Fax, 16550UART, Internal	$205

Floppy Drive/Tape Backup

Teac 1.2M 5.25"/1.44M 3.5"	$44/35
Teac Dual 1.44M & 1.2M Combo	[illegible]
Colorado 350MB TapeBackup Internal	**$165**
3M Tape Cartridge 350MB QIC-80 pack of 3	**$60**

KeyBoard/Mice/Software/Chassis/PS/Misc

MicroSoft Natural Keyboard	$90
Mitsumi 101 Enhanced Keyboard	$15
KeyTronic 101 Enhanced U.S. Made	$25
Focus 2001 101 Enhanced Click w/Cover	$32
Focus 8000 111 with Calculator	$40
Focus 9000 129 Programmable w/Calculator	$55
NorthGate OmniKey 101NI/102	$74
MS Compatible 3-Button Mouse	$7
MicroSoft Ergonomic Serial Mouse	$35
Logitech Mouseman Serial	$45
MS DOS 6.22/Windows V3.11/WFWG V3.11	$45/45/65
Premium Case w/230W Mini/Desktop/Med	$55/60/80
Premium Case w/250W Full Size Tower	$100
Power Supply PS-II Type 230W	$28
486 CPU Cooling Fan with heat sink	$8
P5 60/66MHz CPU Cooling Fan w/heat sink	$13
P5 90/100MHz CPU Cooling Fan w/heat sink	$16
Chassis Second Cooling Fan 3" or 3.5"	$15
Motherboard Crystal for 25/33/40/50/66/80MHz	$5
Printer Cable 10"/15"/25"	$7/9/16
FAST WIDE SCSI-2 internal Ribbon Cable, hi-density, 68Pin, 2 connectors / 3 connectors	$35/45
SCSI Cable Centronic to Micro-D 50Pin 3"	$39
SCSI Cable Centronic to Micro-D 68Pin 3"	$69
SCSI Cable Micro-D 68Pin to Micro-D 68Pin 6"	$99

CD-ROM Drive:

CD-ROM ISA Controller w/Software for Panasonic, Mitsumi, Sony	$15
Sony CDU-55E Double Speed ATAPI IDE 250ms caddyless software driver included	$115
Mitsumi FX-400 Quad Speed ATAPI IDE	$190
Toshiba XM-3501B QuadSpd SCSI-2 256K Cache 120ms, 600KB/Sec Sustained, MutlSpin/Spd Internal	$285
TEAC CD-55 Quad speed AT 195ms, 600kb/sec, Panasonic interfce compatible, w/ controller, cable and software	$195
Plextor 4-Plex QuadSpeed PX-43CH o00Kb/sec, 220ms, 1MB Buffer, 2-yr warranty	$380
CD-ROM Caddy	$5

Sound Card/Speaker/MultiMedia Package

Media 690 Hi-Fi Amplified Stereo Speakers	$40
80W TopTek Amplified Stereo Speakers	$50
120W MultiMedia Amplified Speakers	$65
Sound Blaster 16 Value Edition	$90
Sound Blaster 16 SCSI	$159
Sound Blaster 16 SCSI with ASP	$189
Sound Blaster 16 MultiCD	$129
Sound Blaster 16 MultiCD with ASP	$159
Sound Blaster 32 AWE Value	$220
Sound Blaster 32 AWE with ASP	$260
Audio Cable - CD-ROM to Sound Card	$5
Sound Blaster Digital School House Kit	$265

HardDisk

Western Digital	
540MB IDE WDAC2540 - Enhanced IDE ATAPI	[illegible]
730MB IDE WD2700A - Enhanced IDE ATAPI	$255
850MB IDE WD2850A - Enhanced IDE ATAPI	[illegible]
1080MB IDE WD31000A - Enhanced IDE ATAPI	$388
1.2GB IDE WD31200A - Enhanced IDE ATAPI	$468
Quantum	
540MB IDE QM30540MVA 12ms	$185
540MB SCSI-2 QM30540MVS 12ms	$195
Seagate	
1.0GB ST31200N Fast SCSI-2, 9ms, 3.5"	$515
2.1GB ST32550N Fast SCSI-2, 8.5ms, 3.5"	$1235
4.3GB ST15230N Fast SCSI-2, 9ms, 3.5"	$1935
9.0GB ST410800N Fast SCSI-2, 11.5ms, 5.25"	$3250

FAST WIDE SCSI-2 HARD DISK (68Pin Wide Connection)

Seagate ST32550W 2.1GB Fast Wide SCSI-2 1"	$1295
Seagate ST15150W 4.1GB 8ms Fast Wide SCSI-2	$2695
Seagate ST410800WD 9.0GB 11.5ms Fast Wide	$3660

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*Bolded items indicate new items we have added. **Red prices indicate newly lowered prices

Add and subtract to make your dream machine!

Apple to apple, who dare to compare?

PECIFICATIONS
CPU
- Intel 486SX-25/33MHz (SL Enhanced)
- Intel 486DX-33MHz (SL Enhanced)
- Intel 486DX2-50/66MHz (SL Enhanced)
- Intel 486DX4-75/100MHz

BIOS
- 1MB flash ROM
- Phoenix BIOS

Memory
- Memory card (4MB and 16MB)
- 4MB RAM (expandable to 8MB/16MB/20MB/32MB)
- LIM EMS 4.0 supported

Disk Drives
- Built-in 2.5" 340MB harddisk up to 710MB
- Programmable power down feature
- Easy to remove/change
- Detachable 3.5" 1.44MB floppy disk drive

Display
- Western Digital video controller with 1MB RAM
- 9.5" viewable screen size
- Active (TFT)/Dual scan (DSTN) color or supertwist monochrome (STN)
- 32bit VESA local bus VGA windows acceleration
- LCD resolution: 640x480 with 256 colors or 64 shades of gray (mono)
- CRT resolution: 1024x768 with 256 colors
- Programmable screen saver
- 1024x768 super VGA non-interlaced ouput to external monitor
- Support simultanous display for LCD & CRT
- Built-in 25mm ergonomically designed trackball
- One type III or two type II PCMCIA slots
- One serial port
- One bidirectional parallel port
- 15-pin external VGA video port
- One PS/2 port for external keyboard or mouse
- 160-pin connector for docking station
- One audio line-in jack
- One audio line-out jack
- One microphone jack

Keyboard
- Enhanced multifunctional keyboard
- 12 total function keys
- Integrated numeric keypad functions, keyboard mouse emulation
- Inverted 'T' type curosr key arrangement

Power system
- Intelligent power management system
- Rechargeable Ni-Cad/NiMH battery pack
- Support two identical battery packs with warm swap function
- Universal auto-switching AC/DC adaptor
- Long operation time
- Single battery: 4 hours
- Dual battery: 8 hours

Audio Function
- Digital audio
- Record, compress, store and playback voice, sound and music to disk
- Microsoft sound system, sound blaster compatible
- Microsoft recorder and media player compatible
- Built-in microphone
- Built-in speaker
- Audio software
- Audio recorder, audio reminder, audio clip library, stop watch, talking calculator and chrime
- 11.4x8.7x1.88" (dual scan color)
- 11.4x8.7x2.00" (active color)

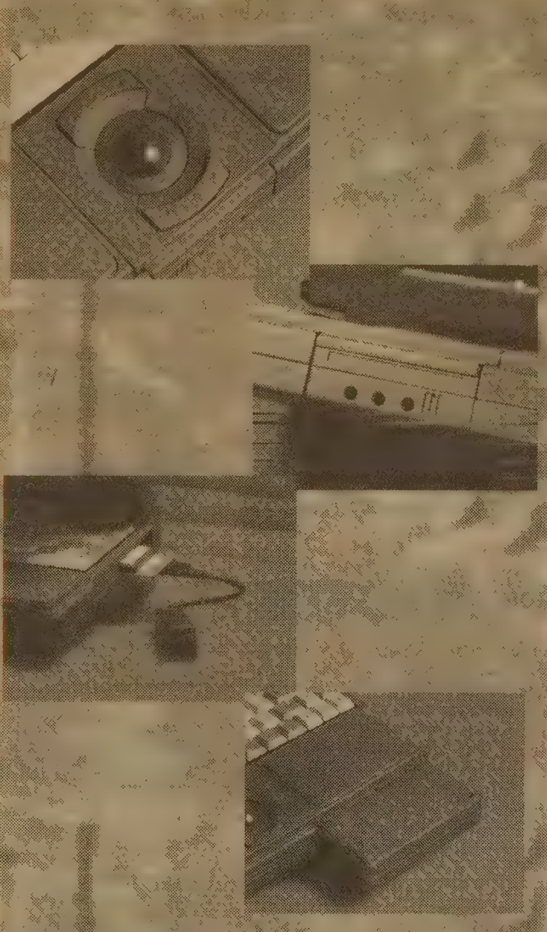
Weight (with single battery)
- 5.5lbs (monochrome)
- 5.9lbs (dual scan color)
- 6.1lbs (active color)

Introducing ACOM Patriot 4000, a notebook that has it all. Why bother to look for an IBM or Toshiba? With Patriot 4000, you can get everything you desire, for hundreds less! Backed by UMiracle and ACOM sophisticated sales and support teams, sure there won't be no mistake! If it is brought to you by UMiracle. It is the best value because we have done the shopping so you don't have to!

ACOM Patriot 4000
Multi-Media Notebook

(340/520/710MB HD)	Monochrome	Dual Scan	Active Matrix
486DX2-50SL	$1477/$1638/$1772	$1879/$2040/$2174	$2902/$3063/$3197
486DX2-66SL	$1534/$1695/$1829	$1937/$2098/$2232	$2959/$3120/$3254
486DX4-100	$1758/$1919/$2053	$2161/$2322/$2456	$3184/$3345/$3479

*Call for Optional Upgrades - modem, memory, 10.3" Display, docking station, etc.



Docking Station
Expansion Slots
- Three full-length 16 bit ISA slots
- One half-length 16 bit ISA slot

Bays
- Two 5.25" opened drive bays
- One 3.5" internal drive bay
- One battery charger or 3.5" floppy slot

Sub-systems Features
- Serial ports, Parallel port
- External keyboard port
- PS/2 mouse port
- 15-pin external video port

Power system
- 110/230V, 150W switchable power supply

Physical
- 14.34"(w)x14.34"(d)x3.72(front)" and 6.35(rear)"(h)

Optional Devices
- One CD-ROM Drive & one 5.25" SCSI device
- One 3.5" full size hard disk (SCSI type)

Ph:510-526-0271

ALBANY BRANCH STORE:
1027 San Pablo Ave.
Albany CA 94706
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Fax: 510-526-0273

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Mon to Sat 9:30AM-7:00PM
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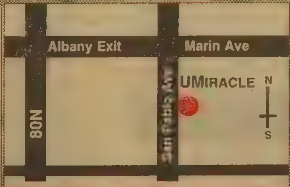
Yes! Open on Sunday!



Off I-80 Albany Exit, go toward the hill and turn right on San Pablo Avenue, We are facing U.C Village. Or off I-80 Gilman St, go toward the hill and make left turn on San Pablo Avenue.

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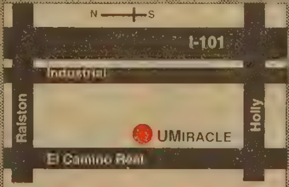

From north, Off I-101 Ralston Ave towards west, left on El Camino Real and make a U-turn. From south, exit Holly St, right on El Camino Real, 3 minutes down the block..

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Fax: 510-226-6758

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Sunday 10:00AM-6:00PM
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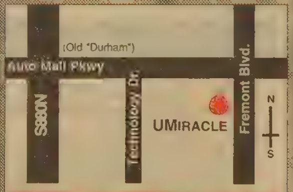

Off I 880 Auto Mall Pkwy East, pass Technology Drive and make a right on Fremont Blvd, (or off 880 Durham, go west pass Osgood Rd then make a left on Fremont Blvd., first driveway on your right.

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LAITRON COMPUTER WEEKLY SPECIALS

PENTIUM 100

- Intel Pentium 100 CPU w/fan
- Asus P100 Mother Board
- 4 PCI / 4 ISA Slots
- AWARD BIOS w/512K Cache
- 8MB 72 Pin RAM 70ns
- Teac 1.44 MB Floppy Drive
- PCI Enhanced IDE Controller
- High speed IO
- Quantum 540MB IDE HD
- Diamond Stealth 64 PCI w/1MB
- 15" .28dp 1280X1024 Non-Int Digital Control w/AutoSizing
- Keytronic 101-key Keyboard
- Medium Tower Case
- 250-Watt Power Supply

$1979

PENTIUM 60

- Intel Pentium 60 CPU w/fan
- ECS Pentium 60 Mother Board
- 4 PCI / 4 ISA Slots
- PHOENIX BIOS w/256K Cache
- 8MB RAM 70ns
- Teac 1.44 MB Floppy Drive
- PCI Enhance IDE Controller
- Hight Speed IO
- Quantum 540MB IDE HD
- Diamond Stealth 64 PCI w/1MB
- 14" .28dp 1024x768 Non-Int
- Keytronic 101-key Keyboard
- Medium Tower Case
- 250-Watt Power Supply

$1449

486DX4-100

- MicroStar 3PCI w/PowerSaving
- Pentium Over Drive Ready
- AMD 486DX4-100 CPU w/Fan
- AMI BIOS w/256K Cache
- 4MB RAM 70ns 72pin
- Teac 1.44MB Floppy Drive
- PCI Enhanced IDE Controller
- High Speed I/O.
- Quantum 540MB IDE HD
- Diamond Stealth 64 PCI w/1MB
- 14" .28dp 1024X768 SVGA Non-Interlanced
- Mitsumi 101-key Keyboard
- 3 Button Mouse
- Mini Tower Case w/230w P.S.

$1099

486DX2-80 PCI

- MicroStar PCI w/PowerSaving
- Pentium Over Drive Ready
- AMD 80486DX2-80 CPU w/fan
- AMI BIOS w/256K Cache
- 4MB RAM 70ns 72pin
- Teac 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- Quanttum 420MB IDE HD
- 32 Bit PCI Video Card w/1MB
- 14" .28dp 1024X768 SVGA
- Mitsumi 101-key Keyboard
- Mini Tower Case
- 230-Watt Power Supply

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COMPUTER / TELEPHONY INTEGRATION

Fax On Demand &Voice Processing System

Features:

1. Setup user ID/Password/Credit.
2. One Call & Call Back mode.
3. Area Code selection for Call Back mode restriction.
4. Log file to Review/Print transactions report for all the inquires.
5. "Bad Fax No" setup to prevent from sending Fax to specific telephone number.
6. Unimited Caller's Voice Message.
7. Tsr Program can be run in the background.
8. Automatic Update Documents.
9. Easy On-Line System Mangement.
10. Applicable for any industry

Functions:

1. 24 hours customer service hotline center
2. Fax-on-demand system
3. Fax MAilbox: Allow callers to retrieve their faxes infomation to the specified destination.
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5. Multiple Language-allow callers using their native language to access the system.
6. Owner Definable InfoBox.

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For more details, please call: *(408)988-5916*

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1MBx3 SIMM 60 / 70ns	$39/$38
4MBx3 SIMM 60 / 70ns	$118/$114
1MBx36 SIMM 70ns / 60ns	$160/$165
1MBX32 SIMM 70ns / 60ns	$145/$148
2MBx36 SIMM 70ns / 60ns	$330/$342
2MBX32 SIMM 70ns / 60ns	$290/$295
4MBx36 SIMM 70ns / 60ns	$525/$535
4MBX32 SIMM 70ns / 60ns	$410/$415
Cyrix 387DX-40 / 33 / 25	$40
Cyrix 387SX-25 / 20 / 16	$35
Intel Pentium 100 / 66 / 60	$$315/$302/$720
Intel 486 DX4 100 / 75	$265/$220
Intel 486 DX2 66 / DX33	$189/$100
AMD 486 DX2 66 / DX2 80 / DX4 100	$135/$137/$224

CPUs & Memory....Please Call for New Daily Updated Prices

TAPE BACKUP

COLORADO	
AB-11 External Tape Port	$38
FC-20 / TC-15 Tape Backup Controller	$65/$185
DJ-10 120MB / DJ-20 250MB	$99/$142
DJ-35C 350MB / DJ-25 750MB	$164/$260
PT-25 2GB Int. / PT-25 2GB Ext.	$920/$995
PT-50 4GB Int. / PT-50E 4GB Ext.	$1135/1245
Trakker 250MB Ext.	$275
CONNER	
250MB / 420MB Int. w. Tape	$125/$167
4320RT 2.OGB Int.	$795
4324RP 4-8GB Int.	$859
3M DC2120 Tape	$13

MOTHERBOARDS W/CPU

AIR	
486DX2-66 / DX4-100 256K VLB (AMD)	$235/$328
486DX2-66 256K VLB w. IDE & IO (Intel)	$354
486DX4-100 256K PCI/VLB w. IDE & IO (AMD)	$400
Pentium 100 PCI/VLB/512K w. IDE & IO	*$949*
ASUS	
86DX2-66 256K w. 2VLB (Intel)	$289
486DX2-66 256K PCI w. SCSI & IDE (AMD)	$359
486DX4-100 256K PCI / VLB w. IDE (AMD)	$359
Pentium 90 256K PCI w. EIDE & IO(Intel)	$749
Pentium 100 512K PCI w. EIDE & IO(16550)	*$959*
Dual Pentium 90 256K EISA / PCI w. 1 CPU	$1329
ECS	
Pentium 60 256K 4PCI w. IDE & IO	*$444*
Pentium 90 256K 4PCI w. IDE & IO	*$759*
Pentium 100 256K 4PCI w. IDE & IO	*$915*
IBM	
SLC2-66 64K 2VLB w. Math	$135
INTEL	
Pentium 90256K 3PCI w. IDE & IO (16550)	*$849*
Pentium 100 256K 3PCI w. IDE & IO (16550)	*$1040*
MICROSTAR	
486SX-25 / SX-33 128K 3VLB	$142/$165
486DX-33 128K 3VLB	$189
486DX2-66 / DX2-80 256K 3VLB (AMD)	*$235*
486DX4-100 256K 3VLB (AMD)	*$317*
486DX4-100 256K PCI w. IDE & IO (AMD)	*$365*
Pentium PCI 60 / 66 w IDE & IO (Intel)	$457/$487
Pentium 90 PCI/VLB 256K	*$854*
386DX-40/128K	$88

VIDEO CARDS

ATI	
Graphics Ultra Pro 2MB PCI / VLB VRAM	$215
Graphics Wonder 1MB ISA / VLB	$94
Expression 64 2MB DRAM VLB / PCI	$176
WINTURBO 64 2MB/4MB VLB / PCI	$248/$446
CIRRUS LOGIC	
CL-GD5420 w/1MB	$58
CL-GD5424 / 5428 VLB w. 1MB	$60/$69
DIAMOND	
Speed Star SE 1MB ISA / (PCI/VLBI)	$83/$90
Stealth64 1MB / 2MB DRAM (PCI/VLB)	$114/$157
Stealth64 2MB / 4MB VRAM (PCI/VLB)	$261/$397
Viper 2MB (PCI/VLB)	$243
MATROX	
ULT2VH Ultima 2MB VRAM VLB	$464
Impression 3MB VRAM ISA	$675
PCI 2MB / 2MB PLUS VRAM	$420/$445
NUMBER 9	
Xe 64 1MB / 2MB (PCI/VLB)	$175/$245
9 lever 11 ISA / 12 VLB	$344/$409
ORCHID	
Kelvin 64 1MB / 2MB (PCI/VLB)	$117/$165
Fahrenheit 64 1MB / 2MB (PCI/VLB)	$127/$167
Fahrenheit 64 PRO 2MB VRAM (PCI/VLB)	$269
Fahrenheit 64 PRO 4MB VRAM (PCI/VLB)	$399
TRIDENT	
9000A 256K/512K	$31/$34
8900CL w/1MB	$54
9440 1MB VLB/PCI	$72/$79
Tseng lab W32 VLB 2MB (45 ns memory)	$135
S3 805 VLB 1MB/ S3 864 PCI 1MB	$65/$95

MONITORS

ACER	
17" 1280 X 1024 .27 DP	$589
ADI	
4G 15" .28dp 1280x1024	$369
CTX	
14" 1024x768 .28dp Non-Int	$218
15" 1024x768 .28dp Non-Int	$315
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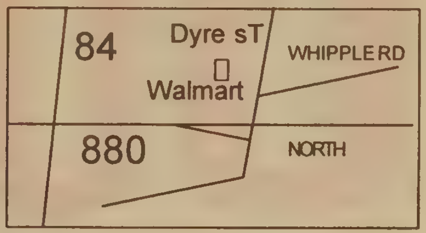

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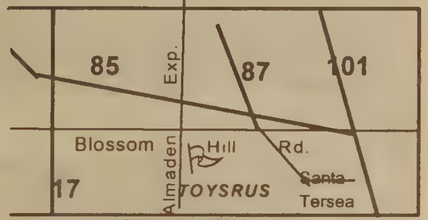

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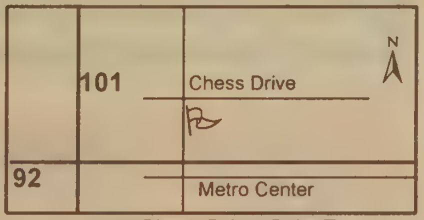

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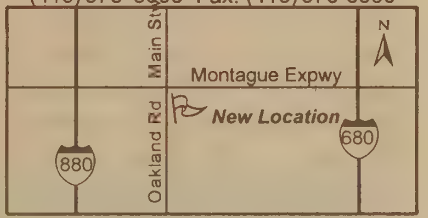

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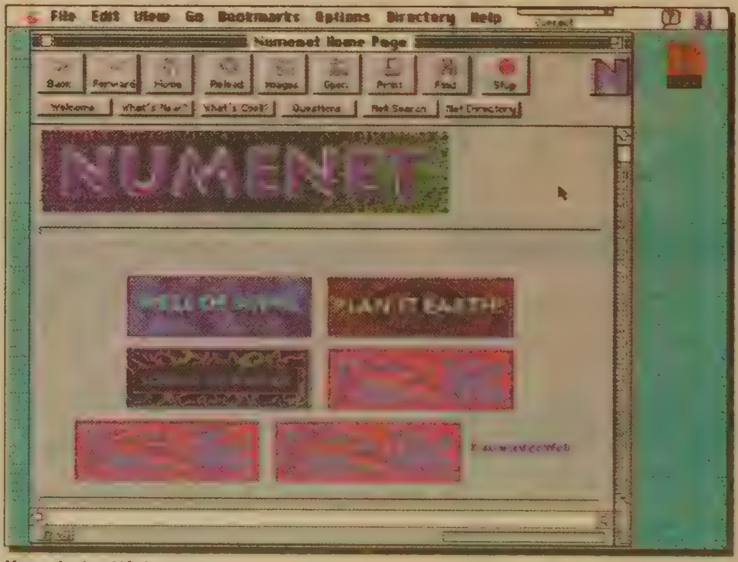
Gulch GOSSIP

by Jonathan E.



KnowledgeWeb

The Real Last Saturday

Due to a most unusual astrological lineup, **Last Saturdays'** first "Schmoozefest" of '95 actually happened on the last Saturday of February at Rococo's. The previous night the venue had been used as a location for an episode of HBO's "Real Sex" starring **Annie Sprinkle**, which reportedly was fun but was thankfully definitely over—who wants reality in this virtual world?

The guest of honor was **Tucker, Duncan Phillips'** perfectly behaved party canine, but there was also a sighting of **the real John C. Dvorak**, as opposed to any of the many fake Dvoraks who apparently infest the world. **Drew Youngs' Trio** played gutsier and more enjoyable music than the softer styles they so often present at these events (and which can be heard on his *Tres Conmigo* CD).

Exactly as **Bob Ayres** plans these things, the metaphysics took over for a low-key evening of conversation and cocktails with no name tags. The few folks showing their wares included **Steve Hollis** plugging his **Multimedia Live!** event (which I'll cover next month) and the ABC/EA conglomerate of **Capital Cities/ABC, Inc.** and **Electronic Arts** showing its *3D Atlas*, which won awards as the Best International CD-ROM and the Best Information and Reference CD-ROM at January's International EMMA Awards in Cannes, France. **David Fox** was also there demonstrating his **KnowledgeWeb** service, a useful compilation of computer industry events, while **Hayes & Van Horn Casting** offered casts of thousands to developers who need actors, vocalists, and other talent for their multimedia productions.

KnowledgeWeb naturally has a home page you can check at *http://www.kweb.com* or call the old-fashioned way at (415)485-5508. If you need actors, Hayes & Van Horn are at (415)567-2278. The next Last Saturdays evening of dominant metaphysics is April 20, a Thursday, at DNA: call (415)764-2967 for info or an invitation.

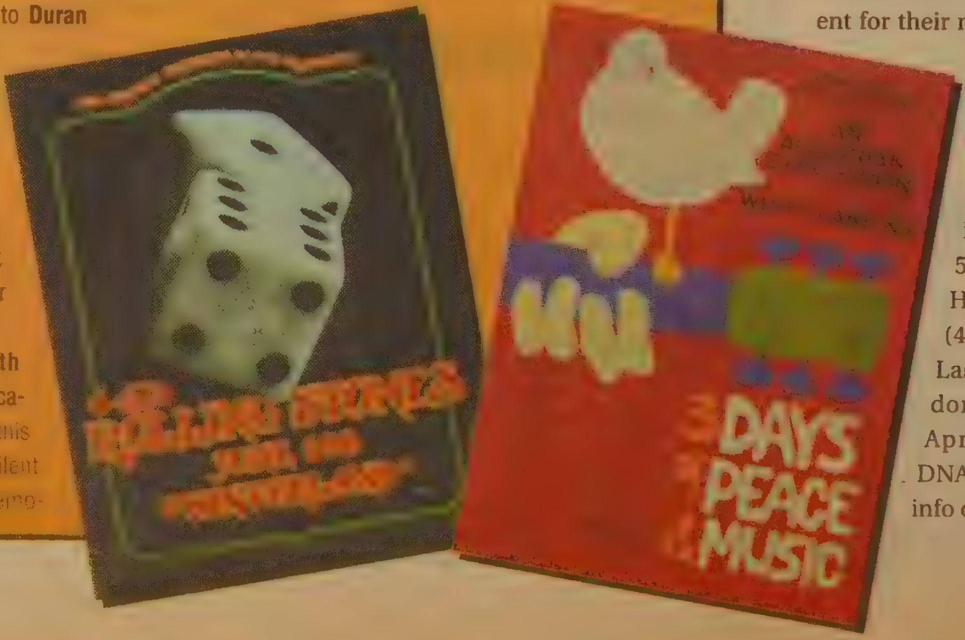
Internet Autographed Rock Art Auction

More rock'n'roll artists than you could shake a guitar pick at—or a drum stick—have contributed autographed posters and memorabilia to an exhibit and a silent auction, both of which will run from April 22 through May 21 at the ARTROCK Gallery, 1135 Mission St., San Francisco, and also through a World Wide Web site. Artists range all over the place, from **The Rolling Stones** and **Tom Jones** to **Julio Iglesias** and **Yanni**, to the **Talking Heads** and **Billy Idol**, to the **Steve Miller Band** and **Santana**, to **Duran Duran** and **Meat Loaf**, to **John Mayall** and **John Lee Hooker**, to **Soundgarden** and the **Red Hot Chili Peppers**, to **Metallica** and **Guns N' Roses**.

As we go to press, yet more climb on board. The Web site address is not yet finalized at press time but further info can be had via email at *savetearth@aol.com* or via old-fashioned phone at The Save The Earth Foundation at (415)366-5540 or the ARTROCK Gallery at (415)255-7390.

It's all a fundraiser for **The Save The Earth Foundation**, which provides research funds to educational institutions for environmental problems, and this is almost certainly the first time there's been a silent auction or major exhibition of autographed rock memorabilia over the Internet.

There's also a gala opening party (which I bet will not be silent) at the ARTROCK Gallery from 5–9 pm on April 22, the twenty-fifth anniversary of Earth Day. **Ken Margolis** is the producer of the event and is still looking for help posting word around the world. If you can help with online publicity, particularly international, please contact him at *savetearth@aol.com*.



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GULCH GOSSIP *continued...*

The Gulch, The Gulch! My Kingdom For A Gulch!

As I write, yet another writer for a mainstream magazine, in this case *Entertainment Weekly*, has called wanting to talk about the "real" Multimedia Gulch.

This is becoming an almost weekly occurrence, so let's run through the history one more time for the newbies and the still curious. My esteemed colleague, **Jim Warren**, started a publication long ago in the '70s called the *Silicon Gulch Gazette*, covering the then-nascent personal computer scene—it was hardly a business then. The name was an ironic take-off on Silicon Valley, which did, of course, refer to the mainframe industry that had taken over the orchards of the Santa Clara Valley.

Years later in December 1992, San Francisco's Board of Supervisors, ramping up for ridicule by the *Wall Street Journal* and at the urging of the newly formed Multimedia Development Group and the Chamber of Commerce, passed a resolution declaring that multimedia was going to be San Francisco's economic salvation—or at least a key element of the coming information society. The Redevelopment Agency gave the Multimedia Development Group $5000. The daily papers began running lots of stories about the concentration of talent and new ventures around South Park. Someone—exactly who appears to be buried in the mists of time—borrowed from the past to coin the phrase "Multimedia Gulch" referring to that South of Market neighborhood.

Obviously, or at least as anyone who's been there knows, there's no real gulch there. It's a figment of the media's imagination and lends itself nicely to a bit of hype. Equally obviously, while there are dozens of businesses within ten minutes' walk of South Park with some sort of connection to multimedia (whatever that word means), there are more multimedia businesses in other places—Austin, Texas, for example, claims to be "quickly emerging as one of the multimedia capitals of the world." In San Francisco's case, it's easy to achieve a concentration of businesses in an urban location without the acres of parking that surround office parks.

In the modern media world, you'd better leverage everything you can, and the hype eventually takes on a life of its own. This column is called "Gulch Gossip" for reasons of alliteration, but refuses to be bound by real-world geographical restraints (although I'm trying to launch an "Austin Anecdotes" column). If you're still obsessed with "The Gulch," I recommend reading **Brad Wieners**' story on his search for it in the February 15 issue of the *San Francisco Bay Guardian*. The WELL's Muchomedia conference also has a pungent discussion on this topic.

TOTAL WHAT?

Kevin Krejci of **Pop Rocket** called for the second year in a row to announce that **Total Distortion** will ship on April Fool's Day. This year he didn't say which year's April Fool's Day he was referring to.

SUPERCD MEETS THE FLIES

I now have **Roger Cloud's SuperCD™**, with "no track one problem," in my hands. It works. Stick it in a standard audio CD and music plays from track one. Stick it in a Macintosh CD-ROM drive and the data track appears on screen. An IBM-compatible version is in the works.

The music is a pleasant enough mix of rock songs in a variety of styles, some with a slight world-beat tinge, some with a country twang, while the data track includes the credits, the lyrics of the songs, technical notes, and an amusing animated QuickTime video by **Mike Sanderson** for one of the songs.

Can't See The Woods For The Trees?

The *Wall Street Journal* front-paged a shallow and extremely slanted story on the hype and problems of the CD-ROM business. Wow! Four companies are having difficulties! Most CD-ROMs are garbage! This is news?

Sylvia Paull, just back from **Digital Hollywood**, reports that only one venture capitalist showed up there this year as opposed to a dozen or so last year. What idiots and the mainstream press build up, they shall also tear down—it's a Law of Media.

Meanwhile, **Sanctuary Woods** claims a twelve-fold growth over the past few years and now announces that it's discontinuing its Affiliate Label relationship with **Electronic Arts** in order to control its own sales and distribution. **Robert Bonham** is Sanctuary Woods' new VP of sales, overseeing **Susan Hughes** as director of North American retail channel sales, along with **Diane Morgan** and **Julie Guinn-Britton** as Eastern and Central sales managers, respectively. A Western sales manager is also at hand with announcement soon. Between them, this team has had experience at Accolade, Lorimar Telepictures, Sega of America, NEC, Activision, Babbages, Compton's New Media, Expert Software, Intuit, and, perhaps most significantly, at Pillsbury and Proctor & Gamble.

Obviously, Sanctuary Woods is on its last legs and this is a desperate attempt to crawl back from the abyss! (NB: This is called sarcasm; it's not a serious recommendation to buy or sell Sanctuary Woods' stock.)

Besides recently signing a publishing deal with **Zenda Studios**, **Fabrice Florin**'s and **Peter Maresca**'s post-Apple venture, Sanctuary Woods has also signed deals with **Presto Studios**, makers of *The Journeyman Project* and *Buried in Time*, and **Manley & Associates**, who produced *Wolf*, in the past year. *Wolf* is a finalist in the Software Publishers Association's "Codies" awards in the Consumer: Best Fantasy Role Playing/Adventure Program category, while another Sanctuary Woods title, *Sitting on the Farm*, is a finalist in the Education: Best Early Education Program category.

Whatever some publications report, not all is gloom in the CD-ROM business.

The Net Goes NOIR

Malcolm CasSelle, once of *Morph's Outpost* and *Blaster*, is hard at work as cofounder and senior vice president/chief technology officer on his new venture, **NetNoir**. E. David Ellington, an LA entertainment lawyer, is the other founder and president. **Anouk Snyder** is likely to multitask the amorphous roles of producer-editor in the still emerging, brave new world of online publishing. The interface is designed by **Amy-Jo Bilson**, fresh from Paramount's Media Kitchen.

NetNoir is to be an Afrocentric online service, featuring a wide range of cultural and political concerns including music, education, sports, and fashion from the global African diaspora. Multimedia features will, of course, include sound samples of African music, something that certainly appeals to my interests. CasSelle promises that it will be inclusive, not exclusive, welcoming all without regard to ethnicity. In development since November, NetNoir will be formally announced shortly, with service due to begin in mid-April.

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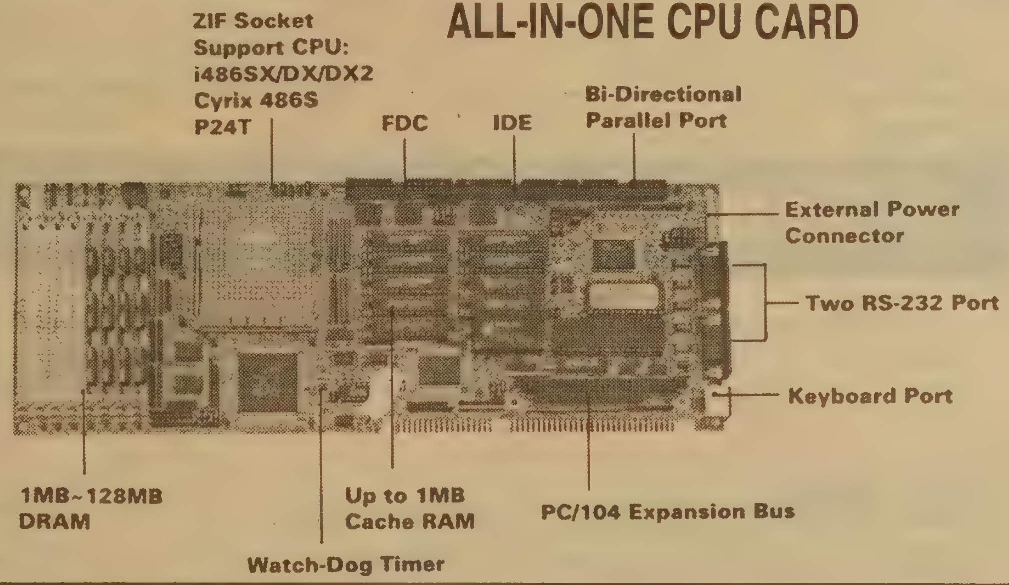
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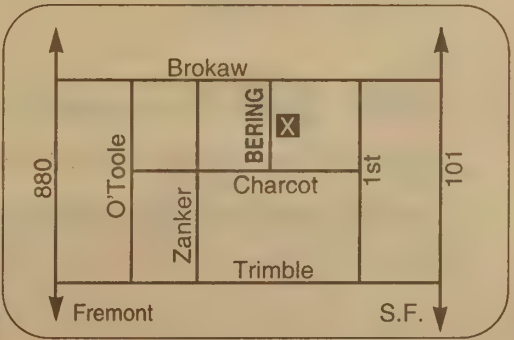
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GULCH GOSSIP *continued...*

Meanwhile, **Bruce Haring** reports in our sister magazine, *BAM*, that the mainstream record companies are meeting to determine how to implement CD Plus, which apparently will do very similar things but is owned by bigger industry interests. There are also various reports of other possible contenders in the music-and-more technology race.

However, I detect a couple of flies in the ointment. Firstly, there's a common perception that the extravagant sleeve designs of the glorious '60s and '70s came to an end because of the advent of CDs, but this is, in fact, a misconception—they simply withered away on grounds of expense long before the little shiny digital things appeared, even before the need to create videos for MTV came along. Clearly, there will still be expenses involved in creating this supplementary content.

The second fly is that one usually wants to look at, access if you will, the sleeve notes while the song is playing—and, so far, these mixed-mode schemes allow you to listen on your audio CD player or to read or watch on your CD-ROM, but not to do both at the same time. Not a problem if you're viewing a real video with sync audio—but a dead loss if you're attempting to follow the lyrics. I've said it before, I'll say it now, sometimes multiple media are more appropriate than multimedia.

MORPHOLOGY

Despite **Tim Bigoness'** assurances last month about the situation at *Morph's*, rumors continue to circulate that upheaval is in the works there—if not already wreaking havoc.

MUSIC & MULTIMEDIA II

Advance warning: This year's Music & Multimedia event is set for May 30 at the Masonic Auditorium in San Francisco. Details on panels and speakers in next month's column. ■

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THIS AIN'T NO APRIL FOOL'S

C/Net starts transmission on April 1 with a nested launch through the USA and SciFi cable channels. **Richard Hart** hosts *C/NET Central*, a show with some interactivity and concurrent discussion available through use of your modem and a Web site.

Hart, along with his producer **Dan Sexton**, was hired away from *Next Step*, the top-rating program on the Discovery channel. **Fred Davis** is the technical and editorial advisor with an on-screen reporting segment, while **John C. Dvorak** (the real one) is the multimedia critic. **Jonathan Steuer**, once the Online Tsar of *HotWired*, runs C/NET Online. On the business end, **Paul Allen** put up some investment and, as reported in this column a year ago, **Kevin Wendle**, one of the original founders of the Fox network, is C/NET's president.

You can catch the show on the USA channel at 9 am Saturdays, 6:30 am Sundays, or 1:30 am on Tuesdays. On the SciFi channel, it runs at 7:30 am and 10:30 pm Sundays and 11:30 pm on Mondays.

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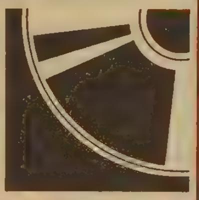

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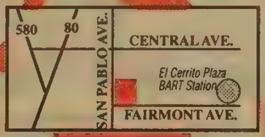

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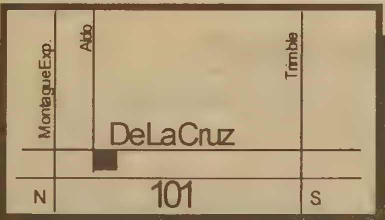

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Amiga In Motion

DraCo Amiga-Based Graphics Workstation; Video Editing

This summer, German Amiga-peripherals manufacturer MacroSystem Computer GmbH will ship an Amiga-compatible graphics workstation called "DraCo." DraCo will feature a Motorola 68060 CPU, Fast SCSI II interface, three special 32-bit slots, five Zorro II slots, 3X CD-ROM, 4MB RAM expandable to 128MB, UNIX support, optional DEC Alpha coprocessor, and tower case. One 32-bit slot will be used by a Retina BLT 24-bit video card (included). Users can expect a ten-fold performance increase over an '040/40 A4000 with the DEC Alpha option! DraCo will be distributed in North America by NoahJi's, and is expected to be priced about the same as a comparably equipped Amiga 4000.

> *In a single second, VLM compresses approximately 27MB of data into 0.2 to 2.5MB.*

AMIGAOS SURVIVES

In a nutshell, DraCo preserves and enhances the best part of the Amiga: its highly efficient preemptive multitasking operating system. What DraCo lacks is the Amiga's custom chip set. However, most Amiga Guideline-compliant hardware and software should work. Currently there is no video slot, so the Video Toaster is out. However, there has been talk about what it would take to make it work.

NONLINEAR VIDEO EDITING

A special DraCo version of VLab Motion, their nonlinear digital video editing product, will really let the card stretch its legs. Full-frame video can be recorded and played back at the highest quality JPEG allows! This will essentially be D1 quality internally, although the external connections will be composite, Y/C, and (probably optional) YUV component.

DraCo's proprietary 32-bit slots will supposedly do 30MB/sec., which far exceeds the capability of any existing hard drive. Furthermore, special effects will be rendered at approaching-real-time speed with the DEC Alpha option.

I expect to be a beta tester for DraCo, so look for some hands-on information on this exciting product.

AMIGA VLAB MOTION

The recent release of the Flyer (with prerelease software) has created a lot of interest in affordable nonlinear video editing. However, this power has already been available on the Amiga for some time using VLab Motion (VLM). Unfortunately, initial versions of the controlling software, MovieShop, were not yet up to par with the capabilities of the hardware, so the product garnered some harsh reviews. Now, however, recent software upgrades are beginning to fulfill the promise of this product.

For a street price of under $1900, you can purchase the VLM card and companion Toccata sound board. You also need a SCSI controller and a fast hard drive with a lot of free space. Forget about needing to buy a TBC for capturing videotape—the circuitry is built right into the card! That savings alone pays for a 1.7GB drive. The total package is considerably cheaper

BY DOUGLAS J NAKAKIHARA

than any other competing product on any platform. VLM also features Y/C and composite input and output. A YUV component video option will be available soon!

Using VLM with a Retina 24-bit graphics card will give you more screen room for the interface windows and better looking reference pictures. This makes the program a little easier to use, but doesn't improve performance.

One of the things that separates VLM from other similar products, besides the price, is that the hard drive it uses connects to your normal hard drive interface. You only need to set aside one partition for video and another for audio. You can use the rest of the drive for normal Amiga storage. However, a better setup is to have the audio on a separate drive, which does not have to be particularly fast. Audio also generally uses a lot less storage space, unless you're working on a music video or something that requires multiple channels of audio samples.

SMOOTH RIDE

VLM will run with only 2MB of fast RAM, but 8MB or greater is a more realistic configuration. VLM uses a sophisticated set of dynamic RAM buffers that smooth out the flow of data to and from your hard drive. This helps to eliminate problems caused by peaks in the transfer of data, as well as overcome breaks in the data flow caused by things like drive thermal recalibration.

In a single second, VLM compresses approximately 27MB of data into 0.2 to 2.5MB. Although the compression setting (called the JPEG quality) is static when recording, the compression ratio is dynamic. It is affected greatly by the material being recorded. Video with a lot of detail compresses very poorly. To compensate for this, VLM also features powerful smoothing routines that essentially blur the video based on user-defined parameters, which increases the compression ratio. All in all, VLM provides a high-quality output when playing back digitized video.

> *Scenes are really only playback information that describes how stored video should be played back.*

MOVIESHOP

Video recording and playback is accomplished using MovieShop's VCR-like controls. The VLM video output looks like it is showing a passed-through video signal, but it is actually the digitized material. You simply click the record button to capture, and click stop to quit. There are also provisions to capture a specific time length or a single frame. Stereo audio is captured simultaneously.

Every time you record something, a new video clip called a "scene" is created. Scenes can be trimmed down and edited using familiar cut-and-paste operations. It is important to understand that scenes are really only playback information that describes how stored video should be played back. Editing operations do not affect the actual data stored on your hard drive—you can make a duplicate of a scene, edit the heck out of it, and still come back to the original state. You can create several versions of the same scene. Audio also always follows the video, though it can be muted.

MAINTAINING ORDER

Scenes can be grouped the same way you group files using subdirectories. You can have groups and individual scenes within groups, limited only by your sanity. Groups can also be played back as if they were a single scene. Because of this, the ordering of scenes within a group is very important. Scene and group names appear in a scrolling vertical list, which can be reordered by just dragging them around with your mouse.

MovieShop incorporates a Time Line interface, but really only uses it to add effects. When you move scenes around on the Time Line, subsequent scenes and effects are not moved forward to take up the freed-up space nor moved over to make room. Therefore, you really want to get your scene play-order straight before anything hits the Time Line.

The Time Line runs in two modes. The Easy mode is an A/B roll format, with two input sources and one effects channel. This does the type of things people are now doing with the Video Toaster, though there are much fewer effects. (Of course, there's no reason VLM could not be a video source for a Toaster in a different machine.)

The RPN (Reverse Polish Notation) mode provides the ultimate in power—you can theoretically have up to one thousand combined lines of scenes, audio, and effects! You can easily have many streams of moving video inside their own rotating windows, all composed on another stream of video. Audio from the video clips, background audio, sound effects, etc. is also placed on the Time Line.

Basically RPN (famous because of its use in Hewlett-Packard calculators) is a methodology for processing calculations using data stacks. The learning curve is fairly steep, but once you understand it, the possibilities are endless. Those users unwilling to spend the time to learn the RPN technique can always fall back on the Easy mode, however.

RENDERED EFFECTS

Note that all of the effects must be "rendered" frame by frame. It is like batch processing images with an image processing program (which is also an alternative). Obviously, the faster your machine, the faster the rendering will be completed. However, the process is still pretty quick, especially with multilayered effects.

Video Toaster users may see rendering as a negative; however, the results are superior in quality. Any Toaster effect that involves resizing a video can look pretty ugly. In comparison, VLM's picture-in-picture-type effects are super-clean. Plus you have considerably greater control over placement.

Many of the effects are also motion-capable—they have definable beginning and ending settings, which allow the effect to happen over time. For example, you can gradually turn a video source into a pyramid and then fly it off in any direction you want!

All audio events have envelope control. This allows you to fade audio in and out in any manner you choose. Proper audio envelopes can be pretty important when you have multiple video scenes playing at the same time.

ANIMATION RECORDER

VLM is great for playing back 24-bit animations too. Animation frames can be directly imported using a variety of formats. You can alternatively import video fields for super-smooth animations (assuming your animation program can generate fields). Even ADPro FRED lists can be loaded to presort your animation frames. Once imported, the animation is the same as recorded video, so you can add audio, edit, perform special effects, etc.

Because computer-generated graphics (e.g., LightWave animations) are often highly detailed by nature, JPEG artifacting can be problematic. Thus, if a particular project requires D1-quality output, one solution is to use VLM for previewing and client approvals. Then, you can lay the final frames off to Exabyte tape and have them transferred to whatever medium you need at a post-production house.

AREXX

MovieShop is totally controllable thru ARexx scripts. This makes it perfect for a kiosk situation.

AMIGA *continued...*

You could have an interactive application running (e.g., VideoStage, Scala, CanDo, Helm, etc.) that plays any clip of video accessible from MovieShop. By running the Amiga RGB signal into a video encoder (NoahJi's sells a inexpensive one) or a genlock, you can connect the output back into VLM. The VLM output then automatically flips between the encoded Amiga interface and video clips.

HOTTEST KEYS

MovieShop also has the best hotkey implementation I have ever seen. You can assign a single command or ARexx script to any key or keystroke combination! ARexx scripts can also be executed from a special menu.

WINDOW MADNESS

MovieShop's modular interface groups functions in many different windows. This can be a bit daunting, but is easily overcome by writing a few simple hotkey-assigned ARexx scripts to create custom "window sets" to suit your needs.

RESOURCES:

VLab Motion, $1750
with Toccata, $2150
with Toccata and Retina Z3 (Zorro III), $2900
with Toccata and Retina Z2 (Zorro II), $2650
NoahJi's
3591 Nyland Way
Lafayette, CO 80026
(303)499-1975

LIMITATIONS

There really needs to be a way to have multiple Time Lines that access the same digitized video. This would encourage experimentation. You do have the ability to save a finished movie as a single video clip, but there is no way to get back at the elements that created it, once you subsequently alter the Time Line.

I also wish there was an easy way to insert or remove a scene from the Time Line and have the remaining elements readjust themselves. I realize that the Time Line was not designed to do this, but it would be 1000% more useful if it did. There are plans to add an icon-based Time Line (I'm assuming similar to the Flyer), which may make this type of editing easier.

With respect to audio, you can only import it. They need to add an export feature to allow audio editing using external programs.

If you have a fast SCSI drive and a controller card capable of handling it, the major bottleneck is the 2.5MB/sec. limitation of the Zorro II bus. (A Zorro III version was planned, but dropped due to development of DraCo.) In comparison, products like NewTek's Flyer and DPS's PAR avoid the bus-bottleneck by mounting a proprietary drive controller right on the codec card. This provides higher-quality output because of higher throughput capacity, but is an inherently more expensive design because of the additional circuitry involved.

SUMMARY

If I sound excited about this product, I am. For what it does, it's extremely affordable; also, it is only in its infancy in terms of development. There are a number of things I'd like to see changed and added, but the basic functionality is there. Even in its present state, it is capable of some incredible results! ■

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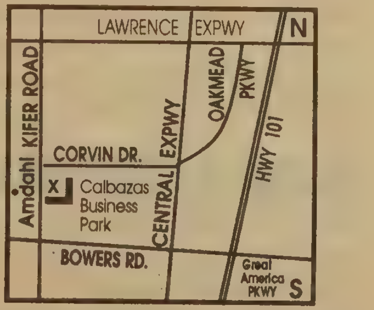

PaperPort Digitizes The Paper Trail

Compact, Affordable Scanner From Visioneer

For all of us busy workers, advances in personal management productivity are always welcome.

PaperPort for Macintosh (there's already a PaperMax Windows version) from Visioneer Inc. ($399) is a way-neat device that completes the paper-handling loop for communications. A compact 2.5lb. sheet-fed roller scanner, it's about the bulk of a big toner cartridge, 12.5" long by 3.75" high. On the desktop, it only needs three inches of depth, so it can sit at the top of an extended keyboard or between the keyboard and the CPU. The one I use perches on the edge of the CPU of my Macintosh Quadra 650 just under the 14" Apple monitor, looking as natural as if it had grown there.

What's so remarkable about PaperPort is its effortless operation, the quality of its scans, and its document management. It can be seen as part of a next generation of user-friendly "digital appliances"—devices which take a task-action and follow through fully in its intuitive automation. A microswitch senses the paper insert, powers on the unit, launches the application, scans the document, then powers off when the cycle is complete. The new electronic document is then mounted on the PaperPort Desktop on your screen.

COLLAGING THE INFORMATIONAL CONFETTI

PaperPort makes digitizing any piece of paper from 2" x 3" to 8.5" x 30"—sales slip, clip art, shipping label, newspaper clipping, permission slip, theater ticket, summons, flyer, parking ticket, program, prescription, snapshot, ATM receipt, ID card, mileage log, party map, under-the-table note, index card, rsum, filofax page, warranty, cartoon, winning lottery ticket—easy. The paper napkin might jam.

The default resolution is 200dpi (dots per inch), and you can set the input up to 400dpi for fine print. You can also adjust brightness and contrast, halftone for photos, and it has commands for rotation, straightening, cleaning, and trimming the scanned images.

> **Once scanned, the document can be annotated, printed, or faxed.**

Once in, that document can be annotated, printed, or faxed. PaperPort is bundled with Calera's WordScan optical character recognition (OCR) application, to turn that scan or fax into editable text. If you have Caere's OmniPage, that will work too. Then you can choose to send that page by email. If you have a fax modem, then you can fax the PaperPort document as is.

The annotation section is full-featured, with highlight, arrow, text, markup, and sticky notes. Color and line thicknesses can be chosen. Annotations can appear on a fax, but an OCR scan won't see any of the text or notes that you may have added to the PaperPort document. You can scan in a form and fill it in with the text mode, and then print or fax it. Files can be saved in PICT and TIFF for Mac; PCX and BMP for Windows.

SERIAL MONOGAMY

The good news is that, unlike conventional scanners, PaperPort doesn't use a SCSI connection. The bad news is that it doesn't use a SCSI connection. A serial device, PaperPort can connect either to your modem port or your printer port. Problem is, most of us already have those ports filled. The SCSI (Small Computer Serial Interface) path may not always be smooth, and may fall prey to bouts of SCSI voodoo, but you can daisy-chain several devices from one SCSI port on your machine.

Visioneer gamely provides an out. Of sorts. Additional serial ports can be obtained through

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PAPERPORT *continued...*

manual switch boxes, software controlled switches, and serial cards. Included in the package is a discount coupon for a Hustler NuBus Board from Creative Solutions, Inc. of Rockville, MD, for $199, which is $100 less than the "list price." The Hustler adds two high-speed serial ports plus additional mini-DIN ports to your CPU, enabling you to use the PaperPort and print at the same time. But if that's all you'd need the board for, it does hike up the cost by about half again of the PaperPort's price level, pushing the total towards the level of a SCSI-based flatbed scanner of decent quality. (Just browsing the pages of *MacWEEK* you can find a well-regarded Microtek ScanMaker II Color Scanner with 1200dpi, 24-bit color, and 8-bit grayscale, with Adobe Photoshop LE and Caere's OmniPage, for $499.)

If you are a single user and tend to do print runs from time to time rather than printing often throughout the workday, you can simply unplug the PaperPort and plug in the printer. With less and less desk space, if your computer is jammed up against the wall, reaching around back for the right plug without getting a Bride of Frankenstein hairdo may be dicey.

> **PaperPort**
> **can scan a card in a flash. It's so easy that it makes it practical to even consider the job of transferring an entire card collection as a database of digital scans.**

As I discovered through Visioneer's helpful customer support, the secret is to take these steps so the devices let go of the computer at the right times: Go to the PaperPort control panel device and select OFF to free up the printer port. Shut down your computer. Switch the serial plugs. Restart your computer. Check the Chooser for printer recognition. When you have finished your print run, select ON in the CDEV, shut down, switch plugs, and then restart.

DEALING THE CARDS

Business cards are more prevalent and important than ever, and it doesn't take long to rack up a stack of them that can overflow your shoebox. I have scanned groups of cards on an Apple Color OneScanner, and of course the resolution was much better than can be obtained on the PaperPort. But most of the work comes when you have to bring that page-size doc-

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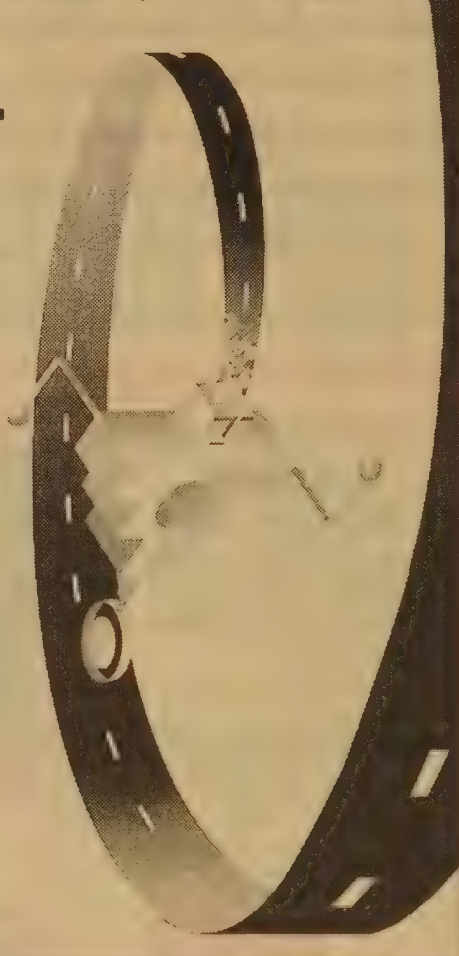

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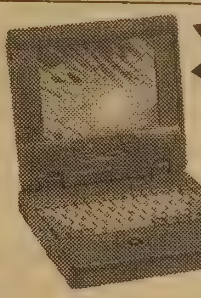

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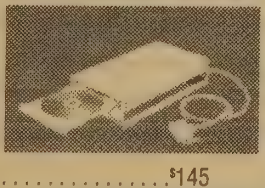

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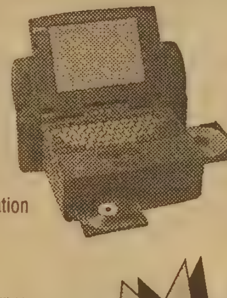

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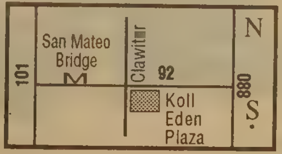

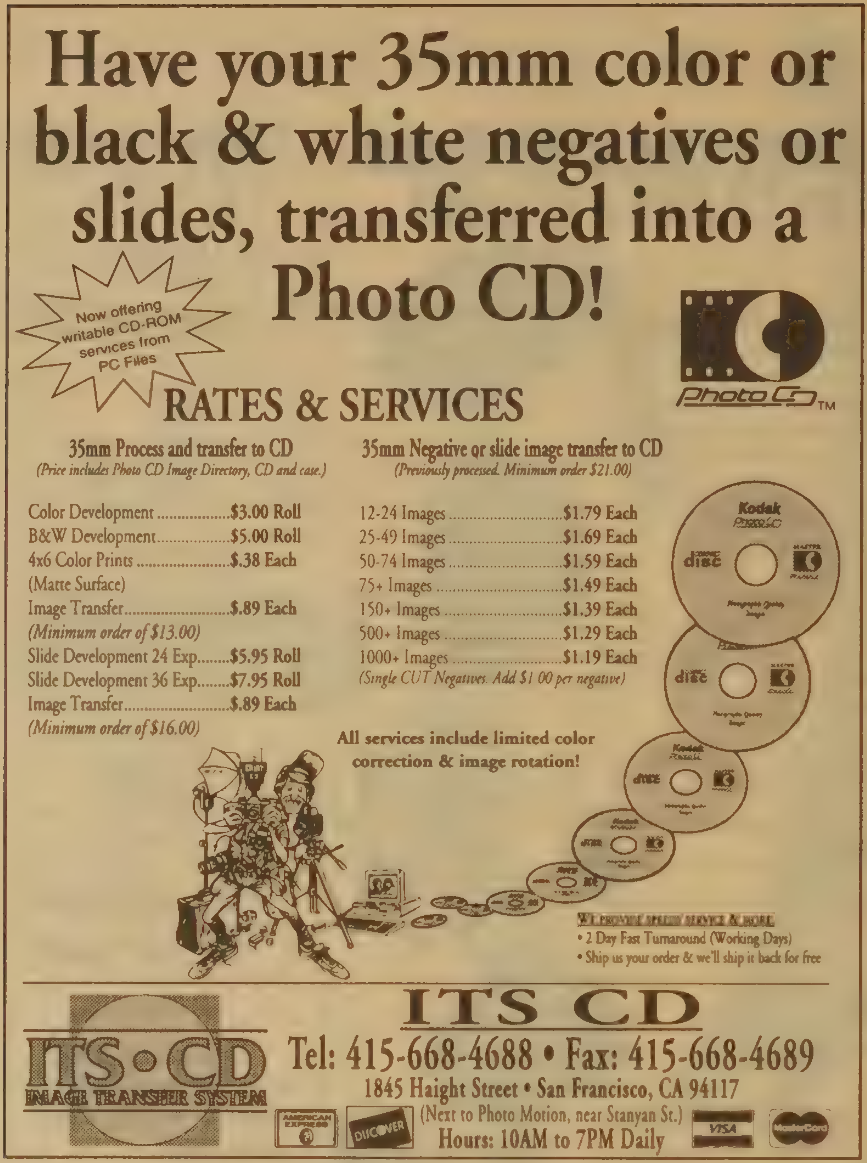

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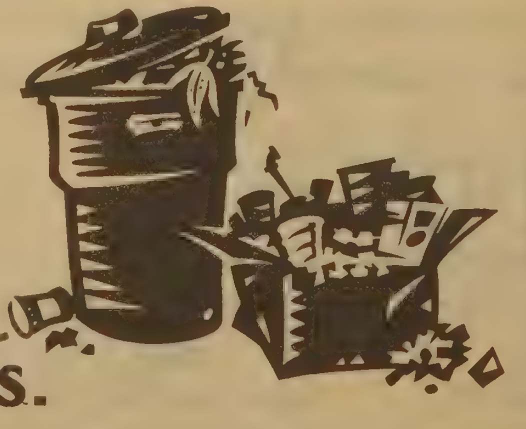

PAPERPORT *continued...*

ument into a graphics utility, and then cut out and paste each card image into a separate file. You can selectively scan just the area of the card, but the machine still has to work through a full horizontal scan cycle. It is all a bit of overkill for more than a selected group of cards.

PaperPort can scan a card in a flash. It's so easy that it makes it practical to even consider the job of transferring an entire card collection as a database of digital scans. PaperPort reduces the labor of so many parts of the paper chase that it makes you directly confront the essence of your personal work style. What many people do to organize a card file for better accessibility is to keyboard the information from each card into a contact management program like Now Contact 1.1 or TouchBase Pro 4.0, or a flat file database like FileMaker Pro 2.1, or linked as in HyperCard 2.2. But perhaps you hate to type any more than you must, or you really prefer to retain the characters of the cards.

It's very quick to pass a card through PaperPort, blow it up to double the normal size for easier reading, paste it into a HyperCard stack, and type in keywords. Though PaperPort has a neat stacking feature for its image management, these are not searchable by page. When you have transformed your business card file to a HyperCard stack, you are then free to integrate into it anything that can be scanned, including rolodex cards, address labels, and graphics such as logos and maps.

What you give up in a graphic database is the complete full-text searchability you have in a text-based system. OCR may work on some business cards, but all too often graphic and type designs defeat even the best OCR utility. Many designers don't even check for legibility when a card is photocopied.

Which system is better? Whatever best fits your personal work style.

As you might suspect, the PaperPort has already become a favorite sidekick on the PowerBook trails. According to the company, a battery-powered unit may be available within a year, and a color version somewhat later.

IMAGE ENHANCEMENT

Remember—if you get a PaperPort, you've got a scanner. It may not be a flatbed or the highest resolution scanner, but scan is as scan does. To help you coax and tweak the most of graphic uses and desktop applications out of your device, refer to books on scanning and image manipulation.

Clip Art—Image Enhancement & Integration by Gary Glover ($22.95, Windcrest/McGraw- Hill) is a good source for this kind of information. It is written for the Windows user, providing a lot of the finer details and extra points for enhancing and repurposing your scanned-in images no matter what your platform. ■

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RESOURCES:

PaperPort for Macintosh
PaperMax for Windows
Visioneer
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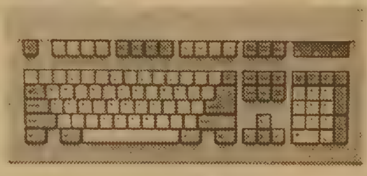

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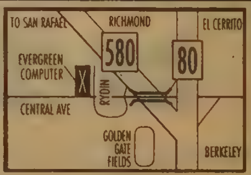

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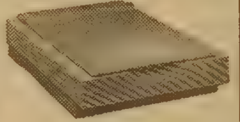

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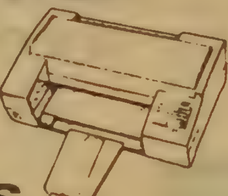

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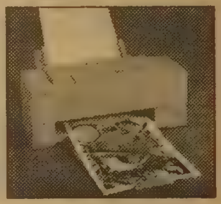

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44MB	$49
88MB	69
105MB	69
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Stylus Color	$529
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560C DeskWriter	479
5ML LaserJet New	CALL
5MP LaserJet New	CALL
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4MVLaserJet	2695
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	INT	EXT
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NEC 4XI OEM 4X Speed	329	419
Toshiba XM-3501B 4X Speed	299	389
Pioneer DRM-602X 6-Disk Changer		399

Add $25 for Mac Hard Disk Drivers
(Charismac Anubis OEM)

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14.4 Data/FAX Sportster Mac&Fax	$129
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28 8 v 34 Fata/FAX MCMT	239
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14.4 Data/Fax Teleport Gold II	$139
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SCSI CABLES /TERMINATORS	**CALL**
MOUNTING BRACKETS /KITS	**CALL**
BEXELS	**CALL**
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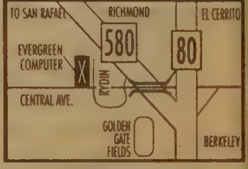

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- One Parallel Port
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- Docking Station Connector
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- 2 Hour Fast Charge
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- 8MB RAM On Board, Expandable to 16/24/40MB
- 520MB, 2.5" Removable Hard Disk Drive
- 3.5", 1.44MB Floppy Disk Drive Built-in
- Built-in Speakers and Microphone
- Sound Blaster Compatible
- One PCMCIA Type III or Two PCMCIA Type II Slots
- One Serial Port (16550)
- One Parallel Port (EPP)
- SVGA Port (1024x768) 256 Color
- I/R Link (HP Standard)
- Docking Station Connector
- 2 Hour NiMH Battery Pack
- 86-Key keyboard, Palmrest, and Built-in Trackball
- 2 Hour Fast Charge
- Full Range AC Adapter/Charger (1 lb.)

Dual Scan Color 75/90MHz	$2795/2999
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CD-ROM DRIVES & MULTIMEDIA KITS

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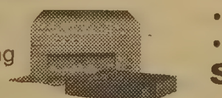

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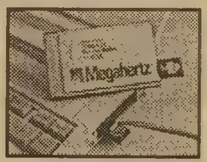

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Resources

Calendar Of Events

Conferences, Shows, Special Events

April

April 1–2 Computer Products Show And Sale. Solano County Fairgrounds, Vallejo. MarketPro. Call: (415)456-6730.

April 2 Computer, Ham Radio, Electronics Swap Meet. Las Positas College, Livermore. Livermore Amateur Radio Club. Call: (510)783-2803 days, 447-3857 eves.

April 2 Computer Show And Sale Expo. Alameda County Fairgrounds, Pleasanton. Bonanza Show Productions. Call: Joe, (415)595-1053.

April 4–6 PC Card '95—The PCMCIA Conference And Exhibition. San Jose. DCI. Call: (508)470-3880.

April 5 Live Internet Interview With Deborah Meier On Advocacy For Public Education. On the WWW at *http://www.irsociety.com/roundtable.html* at 7 pm. Internet Roundtable Society. Email: *webchat@irsociety.com* or WWW: *http://IRsociety.com* .

April 6–7 Technology Marketplace '95 Conference. San Francisco. Advertising Age's Business Marketing. Call: 1-800-243-3238.

April 7–9 Utopia/Dystopia: The Third Annual Conference On Feminist Activism And Art. San Francisco. SF Camerawork and The LAB. Call: Center for the Arts Ticket Office, (415)978-2787.

April 8 Computer Show And Sale Expo. San Mateo Expo Center. Bonanza Show Productions. Call: Joe, (415)595-1053.

April 9 Computer Products Show And Sale. Civic Auditorium, Stockton. MarketPro. Call: (415)456-6730.

April 10–13 AIIM Show And Conference. San Francisco. Smith & Shows. Call: (301)587-8202.

April 10–13 Internet World 95 Conference And Expo. San Jose. Mecklermedia. Call: 1-800-632-5537 or email: *iwconf@mecklermedia.com* .

April 11–13 OSF DCE User And Developer Conference. San Jose. Open Software Foundation. Call: 1-800-767-2336.

April 15 Computer Products Show And Sale. Sonoma County Fairgrounds, Santa Rosa. MarketPro. Call: (415)456-6730.

April 18–21 Folio:West Conference And Expo. Los Angeles. *Folio* magazine. Call: 1-800-927-5007.

April 19–21 Email World And Web World Conference And Expo. Santa Clara. DCI. Call: (508)470-3880.

April 19–21 QuarkXPress Conference. San Francisco. Thunder Lizard Productions. Call: 1-800-221-3806 or (206)285-0305.

April 20–21 Field And Sales Force Automation Conference. Santa Clara. DCI. Call: 1-800-324-3976.

April 21 PowerBuilder Class Library Demo Day. San Francisco. Northern California PowerBuilder Users Group. Call: David M. Golden, (415)750-0536.

April 22 Computer Show And Sale Expo. Alameda County Fairgrounds, Pleasanton. Bonanza Show Productions. Call: Joe, (415)595-1053.

April 23 Computer Show And Sale Expo. Santa Clara County Fairgrounds, San Jose. Bonanza Show Productions. Call: Joe, (415)595-1053.

April 26 Live Internet Interview With John Gribbin On *Schrodinger's Kittens And The Search For Reality: Solving The Quantum Mysteries*. On the WWW at *http://www.irsociety.com/roundtable.html* at 5:30 pm. Internet Roundtable Society. Email: *webchat@irsociety.com* or WWW: *http://IRsociety.com* .

April 30 Computer Products Show And Sale. Scottish Rite Center, Sacramento. MarketPro. Call: (415)456-6730.

May

May 1–3 Sixth Annual Rexx Symposium.

MAY 1–26

"Our Visual Future" Digital Fine Art Exhibition

ACADEMY OF ART COLLEGE, SAN FRANCISCO

The Academy of Art College will host a digital fine art exhibition "Our Visual Future" featuring Iris Prints and video footage of works by selected "digerate," May 1–26 in the Bush Street gallery. An opening reception will be held Thursday May 4 from 5:30–7:30 pm. The exhibition will feature original works using the Fractal Design Painter to the fine art photo digital works of Stephen Johnson and Larry Keenan. John Derry and Mark Zimmer of Fractal Design Corp., The Millers of Cyan Software, Dewey Reid of Colossal Pictures, and Peter Hogg of The Digital Pond will be exhibiting recent works. Hours of the exhibition are Monday to Thursday 8 am–midnight, Friday 8 am–10 pm, Saturday 8 am–8 pm, and Sunday 9 am–7 pm. Call (415)274-2204 for more information.

APRIL 22 & APRIL 23

Computer Show And Sale Expo

ALAMEDA COUNTY AND SANTA CLARA COUNTY FAIRGROUNDS

Bonanza Show Productions has expanded its Computer Show and Sale Expos to include the Alameda County Fairgrounds in Pleasanton, Saturday April 22. This location is conveniently situated on the 680 corridor just south of 580 in Pleasanton and is the perfect complement to the show at the Santa Clara County Fairgrounds on April 23. There will be millions of dollars of state-of-the-art computer merchandise at each show, including CD-ROMs, software, hardware, memory chips, peripherals, and more. Admission is $5, and all display ads have a $1 coupon. Children 12 and under are free. For more information call Joe at (415)595-1053.

CALL FOR PAPERS

USENIX Technical Conference

The 1996 USENIX Technical Conference Program Committee seeks original and innovative papers about the applications, architecture, implementation, and performance of modern computing systems. Papers that analyze problem areas and draw important conclusions from practical experience are especially welcome. Some particularly interesting hot application topics are privacy and cryptography, compression applications, user interface toolkits, nomadic and wireless computing, networks and distributed computing, and security. A major focus of the conference is operating systems practice and experience. The committee seeks papers describing original work and results in the design, implementation, and use of modern operating systems; and submissions describing extensions or modifications of complete and widely used operating systems are particularly encouraged. Deadline for submissions is July 18. For more information call Robert Gray at (303)541-6014, or the USENIX Association Conference Office at (714)588-8649.

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Exposition: May 2-4, 1995
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Stanford. Rexx Language Association. Contact: Mary Crume, Rexx Symposium, SLAC MS 97, PO Box 4349, Palo Alto, CA 94309; email: *mjcrume@slac.stanford.edu*; fax: (415)926-3329.

May 1–5 DB/Expo And Conference. San Francisco. Blenheim. Call: 1-800-232-3976.

May 1–26 "Our Visual Future" Digital Fine Art Exhibition. San Francisco. Academy of Art College. Call: (415)274-2204.

May 2–4 Desktop Videoconferencing Conference And Expo. San Francisco. DVC. Call: (408)778-1994.

May 2–4 Networks Expo. San Francisco. Smith & Shows. Call: (201)346-1400.

May 7 Computer, Ham Radio, Electronics Swap Meet. Las Positas College, Livermore. Livermore Amateur Radio Club. Call: (510)783-2803 days, 447-3857 eves.

May 7 Computer Products Show And Sale. Sonoma County Fairgrounds, Santa Rosa. MarketPro. Call: (415)456-6730.

May 7–11 1995 Conference On Human Factors In Computing Systems. Denver, CO. ACM. Call: (410)263-5382.

May 13–14 Computer Products Show And Sale. Cal Expo, Sacramento. MarketPro. Call: (415)456-6730.

May 16–17 Developing An Outsourcing Strategy Conference. Monterey. DCI. Call: (508)470-3880.

May 17–19 Government Technology Conference West. Sacramento. Smith & Shows. Call: (916)363-5000.

May 21 Computer Products Show And Sale. Civic Auditorium, Stockton. MarketPro. Call: (415)456-6730.

May 21 Computer Products Show And Sale. Embassy Suites, San Rafael. MarketPro. Call: (415)456-6730.

May 22–25 SunWorld '95 Conference And Expo. San Francisco. Mitch Hall Associates. Call: (617)361-8000.

May 22–25 Virtual Reality 95 Conference And Expo. San Jose. Mecklermedia. Call: (203)226-6967 or *http://www.mecklerweb.com/*.

May 24–26 International Trade Expo 1995. San Jose. CATE, Inc. Call: (415)903-2288.

May 24–27 International Computers Expo. Hong Kong. CATE Development, Inc. Call: (415)903-2288.

May 26–29 International Electronics, Computer, And Communication New Tech Expo '95. Guangzhou, China. CATE Development, Inc. Call: (415)903-2288.

June

June 4 Computer, Ham Radio, Electronics Swap Meet. Las Positas College, Livermore. Livermore Amateur Radio Club. Call: (510)783-2803 days, 447-3857 eves.

June 17–19 1995 National Educational Computing Conference. Baltimore, MD. NECC '95. Call: (503)346-2834 or email: *NECC95@ccmail.uoregon.edu*.

June 19–21 NeXTstep Expo. San Francisco. Smith & Shows. Call: (508)470-3870.

June 22–24 ArtTeco II United Media Developers Festival. San Francisco. *Morph's Outpost on the Digital Frontier* magazine. Call: (510)704-7178.

Classes, Seminars, Workshops

April

April 1 AutoCAD Release 13 Free Seminar. Sausalito. The ACADemy. Call: (415)331-9466.

April 2 Intro To The Internet Class. Corte Madera. The WELL. Call: (415)332-4335.

April 3 Complete Online Novell CNA Training. Berkeley. Cyber State University. Call: (510)253-TREK.

April 3 The Internet For Artists: An Intro To The Online World Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

April 3 Using Microsoft Windows 3.0 And 3.1 Workshop. Sacramento. SkillPath, Inc. Call: 1-800-873-7545.

April 3 & 5 MS-DOS 1 Class. Oakland. PCLink. Call: (510)562-5511.

April 3 & 5 WordPerfect 1 Class. Oakland. PCLink. Call: (510)562-5511.

April 3 & 10 Mastering QuarkXPress Seminar. Pleasant Hill. Contra Costa County Office of Education. Call: Daniel Pesavento, (510)943-8332.

April 3–May 22 Building A BBS Class. San Francisco. Center for Electronic Art. Call: (415)956-6500.

April 4 Intro To Internet Business Solutions Class. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

April 4 Intro To Windows Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

April 4 & 6 Windows Class. Oakland. PCLink. Call: (510)562-5511.

April 5 Hands-On Internet Training Class. San Francisco. The WELL. Call: (415)332-4335.

April 5 Intro To Word For Windows Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 5 Intro To WordPerfect For DOS Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

April 5 Taking QuickTime Online Class. San Francisco. Bay Area Video Coalition. Call: (415)861-3282.

April 5–May 24 Law For Multimedia Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 6 Certified Software Manager Seminar. Sacramento. Software Publishers Association. Call: Becky Howland, (202)452-1600 ext. 367.

April 6 Internet Business Solutions Roundtable Seminar. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

April 6 Multimedia Training: An Idea Whose Time Has Come Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 6 PC Hardware Fundamentals Hands-On Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

April 6–7 Supporting And Troubleshooting Windows 3.1 Seminar. San Francisco. Data-Tech Institute. Call: (201)478-5400.

April 7 Certified Software Manager Seminar. San Francisco. Software Publishers Association. Call: Becky Howland, (202)452-1600 ext. 367.

April 7 Intro To Computers Class. Oakland. PCLink. Call: (510)562-5511.

April 8 Basic Lotus Notes Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

April 8 Publish The Net Class. San Francisco. Center for Electronic Art. Call: (415)956-6500.

April 8 Telecommunications Project Planning And Implementation Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 8 Using The Internet For International Business Class. San Francisco. UC Berkeley Extension. Call: (510)642-4231.

April 8 Using The Internet Part 3: Resource Tools Class. Berkeley. UC Berkeley Extension. Call: (510)643-6904.

April 8 Web Publishing Workshop. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

April 8–9 Advanced Masking In Photoshop And Painter Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 9 Intro To The WELL Menus Class. Corte Madera. The WELL. Call: (415)332-4335.

April 10 Complete Online Novell CNE Training. Berkeley. Cyber State University. Call: (510)253-TREK.

April 10–11 Deploying Client/Server Systems Seminar. San Francisco. Data-Tech

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HSS20/50	$8500	HSS20/2x61	$10,995

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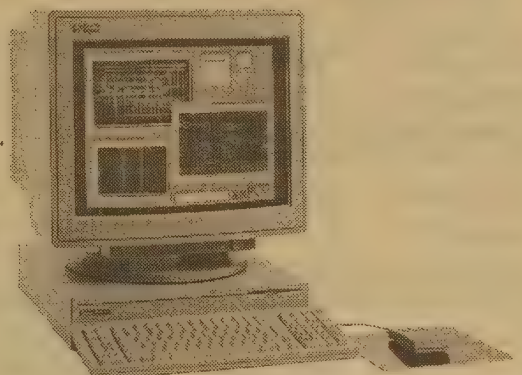
X-Kit/NFS (A WINSOCK compliant TCP/IP, NFS, Tape Back-Up & XServer)	195
Frontier Super TCP/IP For Windows	225
Novell Lanworkplace	305
Novell Lanworkgroup 5 User	1110
SUNSELECT PC/NFS DOS/WINDOWS	325
NetManage Chameleon TCP/IP For Windows	375
AGE Xoftware/32 for Windows	285
NCD PC-XWare for Windows.	470



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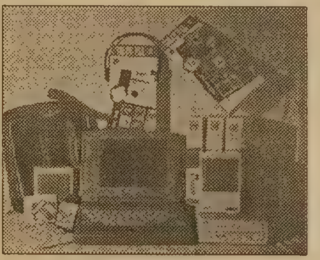

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•486DX4-100	$1725	$2155	$2775
•PENTIUM-60	N/A	$2250	$2800
•PENTIUM-66	N/A	$2260	$2820
•PENTIUM-90	N/A	$2625	$3225

UNIX FOR PC

Yggdrasil plug and play Linux	$29
Yggdrasil Linux Bible	32
TransAmerictech Linus/BSD	15
Prime Time Freeware for UNIX	55
Prime Time Texcetera	55
InfoMagic Internet (TCP/IP,SNMP,FTP,PPP)	19
InfoMagic Source Code (4.3 BSD,MACH,GNU)	19
InfoMagic UNIX (386BSD,NetBSD,FreeBSD)	19
Motif 1.24 for Linux	139

SunSoft (Interactive) UNIX:

Interactive UNIX/386 Base Solution (2 User)	$300
Interactive UNIX/386 Network Solution (2 User)	695
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Solaris Driver Developer's Kit for x86	225
Solaris 2.4 for x86 ProWorks C	975
Solaris 2.4 for x86 ProWorks C++	1455

SCO UNIX (ODT):

SCO Open Desktop 3.0 (CD-ROM)	$835
SCO Open Server Enterprise System (CD 16 User)	1425
SCO Open Desktop Development System	1190
SCO Open Server Network System (CD 16 User)	1325
SCO UNIX (2 User)	415
SCO UNIX (16 User)	905
SCO UNIX Development System	905
SCO TCP/IP for SCO UNIX	260
SCO NFS for SCO UNIX	625

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UnixWare Personal Edition (CD-ROM)	$315
UnixWare Software Development Kit & Utilities	99
UnixWare Application Server	1165
UnixWare Server Merge for Windows	295
UnixWare NFS	155
UnixWare C2 Auditing	155
UnixWare On Line Data Manager	1755
* UnixWare Personal Edition + SDK	395

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NE-2000 Compatible 16-bit Ethernet Card Combo (Novell Certified)	40
10 BaseT 8 Port Hub	135
10 BaseT 16 Port Hub	279
SMC 16-bit (Coax/10BaseT)	105
SMC/NE2000 16-bit Compatible	70
Pocket LAN Card	99
3 Com 3C509 Ethernet III (TP)	105
Intel Ether Express (Combo)	115

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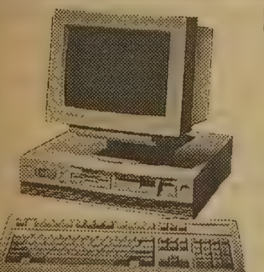

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PENTIUM/75 MHz PCI	1675
486/100 MHz VLB	1415
486/80 MHz VLB (AMD)	1280
486/66 MHz VLB (AMD)	1260
UPGRADE 486 VLB TO PCI	Add 75

- 256K Cache, 8 MB RAM
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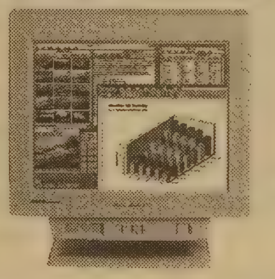
- Microsoft Serial Mouse
- Keytronics 101-Key Keyboard

IDEK MF-8617 17" Monitor



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Orchid Kelvin VLB 1MB	135
ATI Ultra Pro 2MB/VLB/PCI	235
Diamond Stealth 64 2MB VRAM	295
14" NI SVGA (.28mm) Monitor	215
15" NI Monitor 1280x1024	289
ADI 17" (1280x1024 .26mm Dot Pitch)	720
Hitachi 20" (1280x1024 .31mm Dot Pitch)	1335

Tape Back-up Options

Wangtek 250MB SCSI 1/4" Tape Drive	$310
Wangtek 500MB SCSI 1/4" Tape Drive	450
Wang DAT 3400 8-GB 4mm DAT Drive	1075
Wang DAT 3200 4-GB 4mm DAT Drive	850
Exabyte 8505 5-10 GB 8mm Tape Drive	2050
Exabyte 8205 2-GB 8mm Tape Drive	1345

Hard Drive/Controllers

Adaptec 2940 PCI SCSI Controller w/Kit	$255
Adaptec 2842 Local Bus SCSI Controller w/Kit	255
Adaptec 1542C SCSI Controller w/Kit	245
Adaptec 2742A EISA SCSI Controller w/Kit	365
Bus Logic 4455S Local Bus SCSI Controller w/Kit	210
NCR 53C810 PCI SCSI Controller	60
Bus Logic 946S PCI Controller	275
420 MB IDE Hard Drive	185
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1.0 GB IDE/SCSI Hard Drive	395/540
2 GB SCSI Hard Drive	950
9 GB SCSI Hard Drive (9ms)	3695
External Hard Disk For Sparc/PC/Mac	Add 60

Motherboards

Dual Pentium 90/100MHz (PCI/ISA) w/256K Cache	$410
Pentium 90/100MHz (PCI) w/256K Cache	215
Pentium 66 MHz (PCI) w/256K Cache	280
486DX/100 (VLB) w/256K Cache	99
486DX/100 (PCI) w/256K Cache	125

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CD-ROMS

NEC 3xi (SCSI)	$230
Panasonic CR562 (AT BUS)	145
Sony 33A (IDE)	125
Toshiba 3501 4x SCSI	315
Chinon 2XSCSI	195
CD-ROM Ext. Kit	60

SOUND CARDS

Sound Blaster 16 MCD	$83
Sound Blaster 16 ASP	130
Sound Blaster SCSI II	112
Sound Blaster SCSI II/ASP	157
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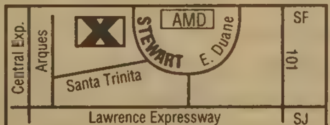

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Calendar Of Events *continued...*

Institute. Call: (201)478-5400.

April 10–11 MS Word Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 10–11 Troubleshooting And Maintaining The IBM PC And Compatibles Seminar. Oakland. Data-Tech Institute. Call: (201)478-5400.

April 10–12 Avid: Intro To Media Composer Class. San Francisco. Bay Area Video Coalition. Call: (415)861-3282.

April 10–13 Professional AutoCAD Level 1 Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 11 Internet Communications Seminar. San Francisco. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 11 Modern Telecommuting Free Seminar. San Francisco. Ascend Communications, Inc. Call: 1-800-366-4058.

April 11 Mosaic And The World Wide Web: Make Your Own Web Page! Seminar. San Francisco. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 11 Moving Around The Internet Seminar. San Francisco. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 11–12 LAN: Operations And Support Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

April 11 & 13 Word For Windows 1 Class. Oakland. PCLink. Call: (510)562-5511.

April 11–14 Intro To AutoCAD Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 11–May 16 Intro To Fractal Painter Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 12 Amateur Radio License Test. Pleasanton Library. Livermore Amateur Radio Club. Call: Chuck Thompson, (510)606-6074; or Clancy Soucie, (510)462-8946.

April 12 Intro To The WELL Menus Class. San Francisco. The WELL. Call: (415)332-4335.

April 12–13 MS PowerPoint Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 12–13 Programming Windows In Visual C++ And The Microsoft Foundation Classes. Berkeley. UC Berkeley Extension. Call: (510)642-4151.

April 13 Intro To Lotus 1-2-3 Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

April 13 Modern Telecommuting Free Seminar. San Jose. Ascend Communications, Inc. Call: 1-800-366-4058.

April 13–14 Client/Server Computing Class. Berkeley. UC Berkeley Extension. Call: (510)643-6904.

April 13–14 Fundamentals Of AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

April 13–14 Network Fundamentals Hands-On Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

April 17 Client/Server Migration Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

April 17 Complete Online Novell CNA Training. Berkeley. Cyber State University. Call: (510)253-TREK.

April 17 Intermediate Word For Windows Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

April 17 Intro To IRIS Performer Programming Class. Mountain View. Silicon Graphics. Call: 1-800-800-4SGI.

April 17 Intro To IRIX Class. Mountain View. Silicon Graphics. Call: 1-800-800-4SGI.

April 17 Shell Command For Users Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

April 17–18 AutoCAD R12 Update Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 17–18 Connecting NetWare And UNIX Networks Seminar. San Francisco. Center for Advanced Professional Development. Call: (714)261-0240.

April 17–18 MS Excel Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 17–18 PC Repair Hands-On Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

April 17–20 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 18 Coaching And Teambuilding Skills Workshop. Sacramento. SkillPath, Inc. Call: 1-800-873-7545.

April 18 Excel 5.0 For Windows, Level 1 Class. Los Gatos. Los Gatos-Saratoga Community Education. Call: (408)354-8700.

April 18 File Transfer On The Internet Seminar. Menlo Park. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 18 Hands-On The Global Internet Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

April 18 Information Retrieval On The Internet Seminar. Menlo Park. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 18 & 20 Excel For Windows 1 Class. Oakland. PCLink. Call: (510)562-5511.

April 18–21 Elementary AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

April 18–May 16 The Technology Of Networked Multimedia Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 19 Hands-On Internet Training Class. San Francisco. The WELL. Call: (415)332-4335.

April 19 Intermediate Excel For Windows Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

April 19–20 AutoCAD R13 Update Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 19–20 Implementing OLE 2.0 Containers And Objects With Visual C++ And The Microsoft Foundation Classes. Berkeley. UC Berkeley Extension. Call: (510)642-4151.

April 19–20 MS Access Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 19–20 Telecommunications Technologies For The Non-Engineering Professional Seminar. San Jose. Data-Tech Institute. Call: (201)478-5400.

April 20 Client/Server Architectures And Data Networking Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

April 20 Internet Business Solutions Roundtable Seminar. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

April 20 Internet Introduction For Beginners Class. Los Gatos. Los Gatos-Saratoga Community Education. Call: (408)354-8700.

April 20 Intro To PowerPoint For Windows Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

April 20 Wireless Data Communications Seminar. San Mateo. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 20–21 Enabling Networks For Internet Access Seminar. San Francisco. Data-Tech Institute. Call: (201)478-5400.

April 20–21 Negotiating Software Licensing Agreements Workshop. San Francisco. Data-Tech Institute. Call: (201)478-5400.

April 20–May 18 Electronic Post-Production For Independent Film, Video, And Multimedia Makers Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 21 Automating Microsoft Access Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

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486DX4-100	**$1559**	**$1689**	**$1881**	**$2017**

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Hard Drive	340MB	520MB	710MB	810MB
486DX6-66	**$1802**	**$1932**	**$2124**	**$2260**
486DX4-100	**$1887**	**$2017**	**$2209**	**$2345**

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INTEL		AMD	
486DX2-66	$935	486DX2-66	$875
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SoundBlaster 16 MCD (ASP)	169
SoundBlaster 16 SCSI (OEM)	110
Sony 55E Double Speed IDE CD-ROM	120
Mitsumi 4X CD-ROM	199
Toshiba 3501B 4X SCSI CD-ROM	299
50W Powered Speakers	39
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Video Cards

ISA Trident 512K/1MB	$36/55
VLB Cirrus Logic 1 MB (5429)	73
VLB Trident 1 MB (9440)	70
VLB Diamond Stealth 1 MB DRAM	132
Diamond Stealth 64 2/4MB VRAM	280/446

Hard Drives

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420 MB IDE	179
520 MB IDE	189
730 MB IDE	249
850 MB IDE	270
1 GB IDE	389
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Colorado Tape Back-up 250MB	150

CPU:

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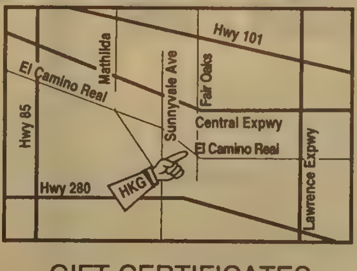

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Calendar Of Events *continued...*

April 21 CNE Hands-On Study Group. Oakland. Excel Micro Solutions. Call: (510)836-2040.

April 21 Software Quality And The Law Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

April 22 Regulatory And Legal Issues In The Telecommunications Industry Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 22 Web Publishing Workshop. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

April 22–23 Hi-8 To QuickTime Class. San Francisco. Bay Area Video Coalition. Call: (415)861-3282.

April 23 Intro To The Internet Class. Corte Madera. The WELL. Call: (415)332-4335.

April 23–May 7 QuarkXPress Class. San Francisco. Center for Electronic Art. Call: (415)956-6500.

April 24 Complete Online Novell CNE Training. Berkeley. Cyber State University. Call: (510)253-TREK.

April 24 Onyx Maintenance Class. Mountain View. Silicon Graphics. Call: 1-800-800-4SGI.

April 24 Using Microsoft Windows 3.0 And 3.1 Workshop. San Jose. SkillPath, Inc. Call: 1-800-873-7545.

April 24 & 26 WordPerfect For Windows 2 Class. Oakland. PCLink. Call: (510)562-5511.

April 24–27 3D Studio Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 25 Inter What? Intro To The Internet Seminar. Menlo Park. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 25 Using Microsoft Windows 3.0 And 3.1 Workshop. Concord. SkillPath, Inc. Call: 1-800-873-7545.

April 25–28 Advanced AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

April 25–28 Fundamentals Of AutoLISP Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 26 Fundamental AutoCAD Designer Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 26 Intro To The WELL Menus Class. San Francisco. The WELL. Call: (415)332-4335.

April 26–27 Win32 Programming: Processes, Threads, Networks, And DDLs Class. Berkeley. UC Berkeley Extension. Call: (510)642-4151.

April 26–28 Avid: Intro To Media Composer Class. San Francisco. Bay Area Video Coalition. Call: (415)861-3282.

April 27 Advanced AutoCAD Designer Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

April 27 Information Retrieval On The Internet Seminar. Santa Clara. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 27 Mosaic And The World Wide Web: Make Your Own Web Page! Seminar. Santa Clara. Computer College Silicon Valley. Call: (415)325-DO-IT.

April 27–May 25 Women And Technology: A Road To Parity Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 28 IBM PC And DOS Training Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 29 Careers In Multimedia Seminar. San Francisco. SFSU Extended Education. Call: (415)904-7700.

April 29–30 Hi-8 To QuickTime Class. San Francisco. Bay Area Video Coalition. Call: (415)861-3282.

May

May 1 Complete Online Novell CNA Training. Berkeley. Cyber State University. Call: (510)253-TREK.

May 1 Overview Of Data Networking Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

May 1 The Electric Word: The Internet For The Literary Community Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

May 1–2 Intro To Microsoft Windows For New Users Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

May 1–2 MicroStation: Basic 2D Graphics Update Training Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

May 2 Internet Overview Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

May 2 Intro To DOS Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

May 2 Intro To Internet Business Solutions Class. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

May 3 Hands-On The Global Internet Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

May 3 Intro To Windows Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

May 4 Doing Business On The Internet Seminar. Palo Alto. Computer College Silicon Valley. Call: (415)325-DO-IT.

May 5 Software Quality And The Law Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

May 6 Basic Lotus Notes Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

May 6 Intro To Virtual Reality Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

May 6 Topics In UNIX System V Release 4 Class. Atherton. UC Berkeley Extension. Call: (510)642-4151.

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486DX4/PCI (GENOA/ASUS/ECS)	$120/146/145
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486DX2-66/DX-50/DX-33	$100
(2 slots LB, 2-72 pin, 4-30 pin mem slots w/ 256k)	
486DX2-66/DX-50/DX-33 (NICE)	$128
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486DX2-66, 4 slots PCI, 4 ISA (NICE)	$198
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IBM	
IBM Blue-lightning, 75MHz w/CPU & 256K cache IDE/I/O	$210
IBM 486SLC2-66 VLB w/ CPU, mathco and 128k cache	$135

VIDEO CARDS

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SVGA	1MB (Trident)	$58
DIAMOND		
Speed Star 64, PCI, 1MB		$120
Stealth 64, 2MB DRAM PCI/VLB		$162
ORCHID		
Kelvin 64 VLB/PCI, 1MB/2MB		$128/170
GENOA		
8500 VLB Turbo		$84
Phantom 32i 2MB		$152
Phantom 64 VLB/ PCI w/ 2MB		$182

MONITOR

ViewSonic 14", SVGA, 0.28, NI	$260
ViewSonic 15", SVGA, 0.28, NI	$Call
EYEQ 14" SVGA 1024 X 768 0.39	$175
EYEQ 14" SVGA 1024 X 768 0.28 Int	$199
EYEQ 14" SVGA 1024 X 768 0.28NI	$208
SAMSUNG Syncmaster3, 14", 0.28 SVGA Int	$218
SAMSUNG Syncmaster3Ne, 14", 0.28, NI SVGA 1024 x 768	$228
SAMSUNG Syncmaster14GL, 14", 0.28 MPR-II, NI MAC Comp	$269
SAMSUNG Syncmaster15GL, 15", 0.28, MPR-II SVGA, NI Mac Comp	$341
SAMSUNG Syncmaster17GL, 17", 0.28, 1280 x 1024, MPR-II, SVGA, Mac Comp	$638
SAMSUNG Syncmaster4NE, 15", 0.28, SVGA, NI, Mac Comp	$295

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850MB	CFA850A	$252
1.2GB	CFA1275A	$365
2GB	(2105S)	$824
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540MB	**MV540A/MV540S**	**$165/210**
730MB	LT730AT/LT730S	$235/250
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1.7GB IDE/SCSI		$912/912
SEAGATE		
1GB & 2GB SCSI		$535/1050

FLOPPY DRIVES

TEAC 1.2MB FDD	$42
TEAC 1.44MB FDD	**$31**

KEYBOARDS/MOUSE

101 Keyboard	$15
MaxiSwitch 101 Enhanced	$26
Keytronics 101 Enhanced	$25
Logitech 2 button mouse	$25
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Microsoft Mouse	$25
Logitech MouseMan	$46

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- Intel Pentium 90Mhz Motherboard with 256K Cache, IDE, I/O
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- Mid-Tower case
- 101 Keyboard
- Microsoft Compatible Mouse

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Mitsumi	Quad Speed IDE	$190
Toshiba	3501 SCSI, X4 CD ROM	$285

CONTROLLERS

IDE	2FD/2HD 1:1	$12
IDE	VL 2FD/2HD 1:1	$21
SCSI	Adaptec 1542 CF	$199
SCSI	Adaptec 1542 CK	$246
SCSI	Adaptec 2940W	$246
IDE	I/O Card	$13
AT	I/O Card (2S/1P/1G)	$11

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Mini Tower case w/ 250 W PS	**$34**
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Printer Cables 3'/6'/15'/25'	$3/3.5/5.50/12
K/B Extension 6'/10',	$3.50/4.10
Monitor Extension 6'/10'/15'	$3.50/3.90/5.50
IDE Cable (Dual) / SCSI Cable (Dual)	$2.20/2.30

MODEMS

Zoltrix 96/24 Internal Fax/Modem	$29
Etech 14.4/14.4 Fax/Modem	$62
Ziig 14.4/14.4 Fax/Modem	$60

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NE 2000 16 bit software config	$31
NE 2000 combo	$32
NE 2000 16 bit combo soft. config	**$30**
CWL 8900, Combo, s/w config.	$35

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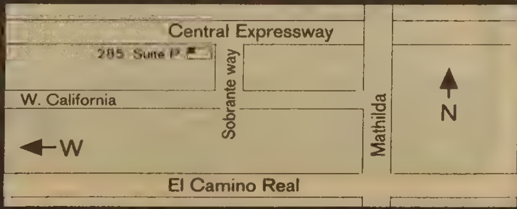

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Calendar Of Events *continued...*

May 6–7 & 13 The Art Of Interactive Design Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

May 8 Basic Telecommunication Principles And Network Engineering Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

May 8 The Internet: AIDS And HIV+ Resources And Support Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

May 8 UNIX Fundamentals For Users Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

May 8–9 Fundamentals Of Telecommunications Seminar. San Jose. Data-Tech Institute. Call: (201)478-5400.

May 11 Internet Business Solutions Roundtable Seminar. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

May 11–12 Supporting And Troubleshooting Windows 3.1 Seminar. San Jose. Data-Tech Institute. Call: (201)478-5400.

May 13 Web Publishing Workshop. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

May 15 Intro To IRIX Class. Mountain View. Silicon Graphics. Call: 1-800-800-4SGI.

May 15 Onyx Maintenance Class. Mountain View. Silicon Graphics. Call: 1-800-800-4SGI.

May 15 Programming In C Language Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

May 15–16 Advanced Troubleshooting For The Macintosh Seminar. San Francisco. Data-Tech Institute. Call: (201)478-5400.

May 16–17 Accessing The Internet Seminar. San Jose. Data-Tech Institute. Call: (201)478-5400.

May 16–17 Understanding TCP/IP Seminar. Sacramento. Data-Tech Institute. Call: (201)478-5400.

May 16–30 Electric Image 1: Animation/Geometry Class. San Francisco. Center for Electronic Art. Call: (415)956-6500.

May 18–19 The Help Desk Analyst's Workshop. San Jose. Data-Tech Institute. Call: (201)478-5400.

May 18–19 Troubleshooting And Fine-Tuning The Networked PC Seminar. San Jose. Data-Tech Institute. Call: (201)478-5400.

May 20 Electronic Digital Imaging: An Intensive, Hands-On Workshop For Photographers. San Francisco. UC Berkeley Extension. Call: (415)252-5249.

May 22 C Language Structure And Pointer Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

May 22 Data Communication II Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

May 22 OSF Motif Programming Class. Mountain View. Silicon Graphics. Call: 1-800-800-4SGI.

May 22–23 Data Communications And Networking Seminar. San Francisco. Center for Advanced Professional Development. Call: (714)261-0240.

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Pentium 100C PCI W/PCI IDE & IO	859	1,019*	1,259	1,299	1,419	1,529	1,589	1,669	2,029
Pentium 90C PCI W/PCI IDE & IO	669	829*	1,069	1,109	1,229	1,339	1,399	1,479	1,839
Pentium 90C PCI/VLB	699	859*	1,099	1,139	1,259	1,369	1,429	1,509	1,869
Nx586-P90/256C VLB	659	819*	1,059	1,099	1,219	1,329	1,389	1,469	1,829
Pentium-75C PCI	599	759*	999	1,039	1,159	1,269	1,329	1,409	1,769
Pentium 66C PCI W/PCI IDE & IO	499	659*	899	939	1,059	1,169	1,229	1,309	1,669
486DX4-100C PCI W/PCI IDE & IO	389	549	789	829	949	1,059	1,119	1,199	1,559
486DX4-100C VLB	299	459	699	739	859	969	1,029	1,109	1,469
486DX2-80C VLB	219	379	619	659	779	889	949	1,029	1,389
486DX2-66C VLB	179	339	579	619	739	849	909	989	1,349
486DX50C VLB	209	369	609	649	769	879	939	1,019	1,379
486DX40C VLB	159	319	559	599	719	829	889	969	1,329
486SX2-80C VLB	179	329	579	619	739	849	909	989	1,349
486SX2-66C VLB	159	319	559	599	719	829	889	969	1,329
486SX33C VLB	129	289	529	569	689	799	859	939	1,299
486DLC-40C VLB 87DX40 Inc'd	149	309	549	589	709	819	879	959	1,319
386DX40C VLB 486 Upgrade	79	239	479	519	639	749	809	889	1,249
486DX2-66C ISA	169	329	569	609	729	839	899	979	1,339
486DX50C ISA	199	359	599	639	759	869	929	1,009	1,369
486DX2-50C ISA	159	319	559	599	719	829	889	969	1,329
486DX40C ISA	149	309	549	589	709	819	879	959	1,319
486SX2-66C ISA	149	309	549	589	709	819	879	959	1,319
486SX33C ISA	119	279	519	559	679	789	849	929	1,289
486SLC33 ISA SLC40 ADD$15	89	249	489	529	649	759	819	899	1,259
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BASIC SYSTEM: MB W/CPU, 1MB MEMORY, SUPER IDE, 1.44MB FD, MINI TOWER W/230W PS & KEYBOARD.

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CTX

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15" 1511/1507w/digital 299/389

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17", MS/MX/DS 17F........899/849/679

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F560IW/F760IW...............1199/1,899

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17", 5FGe/5FGp..................939/1059

SONY

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VIEWSONIC

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15", 15/15E/15EX...........429/319/339
17", 17/17E/17G.............799/699/729
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VIDEO CARDS

SVGA -256K/512K/1MB........... 29/49/69
S3-805 1MB VLB/PCI..................89/119
TRIDENT 9440 1MB VLB.............76/116

CIRRUS LOGIC

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5434 1MB/2MB PCI.................119/179

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SpeedStar PRO 1MB/64.........99/129

Stealth

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64 VRAM 2MB/4MB...................289/429

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For Windows/Dos...............................299

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RG58 Coax Cable x1.........................129

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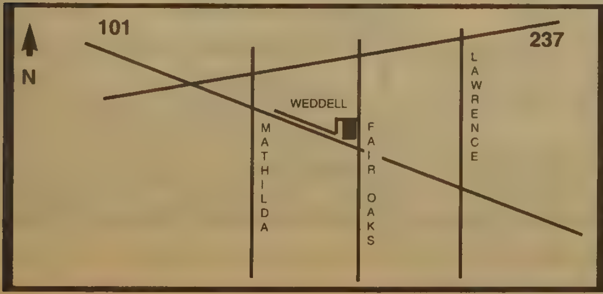

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Calendar Of Events *continued...*

May 22–23 Networking The Macintosh Seminar. San Jose. Data-Tech Institute. Call: (201)478-5400.

May 23 Image And Communication Skills For Women Workshop. San Mateo. National Businesswomen's Leadership Assoc. Call: 1-800-258-7246.

May 24 Image And Communication Skills For Women Workshop. San Jose. National Businesswomen's Leadership Assoc. Call: 1-800-258-7246.

May 24–25 NetWare Basic Training Seminar. San Francisco. Center for Advanced Professional Development. Call: (714)261-0240.

May 25 Image And Communication Skills For Women Workshop. Concord. National Businesswomen's Leadership Assoc. Call: 1-800-258-7246.

May 25 Internet Business Solutions Roundtable Seminar. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

May 26 Image And Communication Skills For Women Workshop. San Francisco. National Businesswomen's Leadership Assoc. Call: 1-800-258-7246.

May 27 Web Publishing Workshop. Palo Alto. Internet Business Solutions. Call: Kristina Schillberg, (415)617-3722.

May 29 Image Vision Library Class. Mountain View. Silicon Graphics. Call: 1-800-800-4SGI.

May 31 Image And Communication Skills For Women Workshop. Sunnyvale. National Businesswomen's Leadership Assoc. Call: 1-800-258-7246.

June

June 1 Image And Communication Skills For Women Workshop. Concord. National Businesswomen's Leadership Assoc. Call: 1-800-258-7246.

June 1–2 Understanding Document Imaging Seminar. San Francisco. Data-Tech Institute. Call: (201)478-5400.

June 2 Image And Communication Skills For Women Workshop. Sacramento. National Businesswomen's Leadership Assoc. Call: 1-800-258-7246.

June 5 AT&T UNIX System V Release 4 Administration Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

June 5–6 Understanding Data Communications Seminar. San Jose. Data-Tech Institute. Call: (201)478-5400.

June 6 Multimedia Communications: Technologies, Systems, And Services Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

June 8–9 Troubleshooting The Mac Workshop. San Jose. Data-Tech Institute. Call: (201)478-5400.

June 12 Image And Communication Skills For Women Workshop. Santa Rosa. National Businesswomen's Leadership Assoc. Call: 1-800-258-7246.

June 12 Object-Oriented Programming In C Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

June 12–13 Accessing The Internet Seminar. San Francisco. Data-Tech Institute. Call: (201)478-5400.

June 12–13 The Laser Printer Survival Course. San Francisco. Data-Tech Institute. Call: (201)478-5400.

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- 101 Enhanced Keyboard
- Mini Tower Case w/230w PS

(All Pentium are PCI)

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- 4Mb RAM installed Exp 64Mb
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- Enhanced VLB-IDE controller
- IDE 540Mb Hard Drive
- VLB 32 Bit 1Mb Video card
- 14" N/I .28mm SVGA monitor
- 2 Serial ,1 Parallel port
- MS-Serial Mouse 400 DPI
- 101 Enhanced Keyboard
- Mini Tower Case w/230w PS

AMD 66Mhz $998
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AMD 100Mhz $1128

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- Intel Pentium Motherboard & CPU
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- 101 Enhanced Keyboard
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- 101 Enhanced Keyboard

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Sound Blaster MCD 16	85
Chinon Dual Speed SCSI CD-ROM	235
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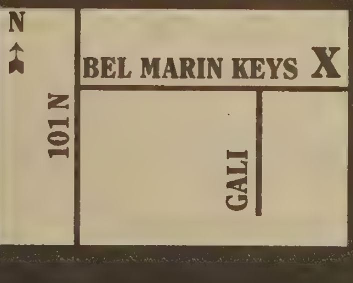

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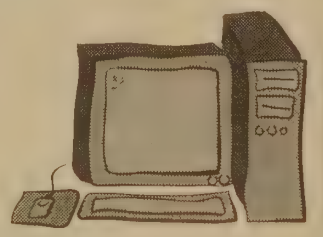

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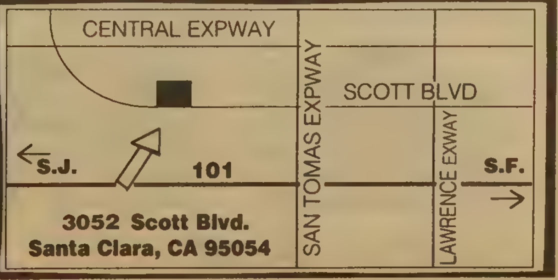

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415

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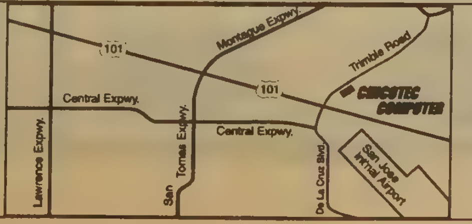

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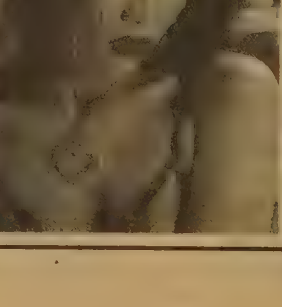
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USER GROUPS

AMIGA

AGA. Meetings: 7th of each month, 7:00 pm, SF State University. Graphics users group for all Amiga users of 2D, 3D, animation, multimedia, and video software. Call: Ollie, (415)863-8792. [Exp. #140.]

AUM—Amiga Users of Marin. Meetings: 3rd Tues., 7:30 pm. College of Marin, Science Center, Room 191, Kentfield. Call: (415)924-5384. [Exp. #140.]

AWEST Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415)474-1164, BBS (415)441-5145. [Exp. #140.]

FAUG—First Amiga User's Group. Meetings: 1st Tues., 7:30 pm, HT Electronics, 275 N. Mathilda Ave., Sunnyvale. Q&A, new product demos, public domain software. Call: Mike Fischer, (415)855-9816, BBS (415)341-7566, *mikef@vid.hp.com* . [Exp. #140.]

RE-Amiga—Redwood Empire Amiga Users Group. Meetings: 2nd Tues., 7:30 pm, Sonoma State University, Darwin Hall, Rm. 121, 1801 East Cotati Ave., Rohnert Park. Call: (707)523-9978 or BBS (707)539-6944. [Exp. #140.]

TOGA—The Other Group Of Amigoids. Meetings: 4th Sat. (Sun. in April), 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Call: Lawrence Brown, (408)744-0162; Randy Abel, (408)356-9405. [Exp. #138.]

APPLE

PAUG—Peninsula Apple User Group. Meetings: 3rd Thurs., 6:30 pm, Computer Attic, 2750 El Camino Real, Redwood City. Beginners and advanced, question and answer, new product demos, public domain software. Call: Ted Wagner, (415)345-0751. [Exp. #140.]

SPC Apple User Group. Meetings: 2nd Tues., 6:45 pm, CompUSA, New Park Mall, Newark (I-880 exit west on Steveson or Morey). The Society for Prevention of Cruelty to Apple Computers Users Group supports all Apple and Macintosh computers. Call: Dean Fearn, (510)881-9160. [Exp. #139.]

ATARI

ABACUS—Atari Bay Area Computer Users Society. Meetings: 1st Sat. 1:00 pm, Potrero Branch Public Library, 2nd floor, 1616 20th St., San Francisco. Supporting all Atari computers and video games. PD software, MIDI, applications. Call: Roger Sinasohn, (415)469-7924. [Exp. #139.]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp. #138.]

CAD

BMUG CAD SIG. Meetings: last Wed., 6:00 pm, Academy of Art College, 79 New Montgomery, San Francisco. Environmental design/drafting. Call: (510)549-BMUG. [Exp. #137.]

Sonoma County AutoCAD Users Group. Meetings: 3rd Wed., 6:30 pm, Piner High School, Rm. H-83, 1700 Fulton Rd., Santa Rosa. Call: John Weitzel, (707)525-8147. [Exp. #137.]

COMMODORE

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. (510)531-3734 or 793-7868. [Exp. #140.]

CWEST C64/128. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415)626-9946. [Exp. #140.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Contra Costa Water District Anteroom, 1331 Concord Ave., Concord. Call: (510)689-3224. [Exp. #137.]

DESKTOP PUBLISHING

BMUG Desktop Publishing And Design SIG. Call: Les Cowan, (415)641-6033. [Exp. #138.]

CorelDRAW Ventura Users Group. Meetings: 1st Mon. (except when holiday, then 2nd), Varian Associates, 3075 Hansen, Palo Alto (March meeting at Santa Clara Marriott). $2/person. Call: Rick Altman, (408)252-5448. [Exp. #139.]

Redwood Computers Desktop Publishing Training Center. Classes in programs such as Photoshop, Illustrator, QuarkXPress, PageMaker, CorelDraw. Call: (707)795-1700. [Exp. #139.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor—near 1st and Mission, San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp. #140.]

EastBay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Montclair. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627. [Exp. #140.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556. [Exp. #140.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm, Napa High School Lecture Hall, 2475 Jefferson St., Napa. Call: Lee Schwab, (707)257-2675. [Exp. #138.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, Meiklejohn Hall, Room 2002, CSU Hayward. Share knowledge and PD/shareware, network of BBSes, mentor assistance, SIGs. Swap starts at 7:00. Call: (510)538-2449 or 276-6450. [Exp. #138.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, Rec Room, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415)593-9981. BBS (415)571-9259. [Exp. #138.]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm. 110 Pacific #153, San Francisco. For those who use computers in business. Visitors $10. Call: Jordan Rosenberg, (415)788-5338. MCI Mail: 425-1545. [Exp. #138.]

San Francisco Computer Society. Meetings: 4th Mon., 7:00 pm, Presbyterian Church, 1329 7th Ave., San Francisco. CPM and DOS, novices welcome. Call: Bob Forsberg, (415)885-6202. [Exp. #138.]

San Francisco PC Users Group. Meetings: 3rd Tues., 6:15 pm SIGs, 7:30 pm General Meeting. St. Mary's Conference Center, 1111 Gough St., San Francisco. Call: (415)346-2644, events; Kendall Callas, (415)821-1310; Loyd Cribs, (415)751-5219. [Exp. #140.]

Software Forum (formerly SEF) Business Operations SIG. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10. Call: Mike Schmit, (408)244-6826. [Exp. #140.]

Software Forum (formerly SEF) International Software SIG. Meetings: 3rd Mon., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10. Call: Charlie Pfefferkorn, (408)923-7570. [Exp. #140.]

South Bay WordPerfect User Group. Meetings: 4th Tues., Saratoga Community Library, Fruitvale and Saratoga Ave., Saratoga. WordPerfect product presentations and education. Mainly Windows. Free. Call: Scott Maiden, (408)253-4591. [Exp. #139.]

Stanford Palo Alto PC User's Group. Meetings: last Wed., 7:30 pm, Varian, 3075 Hansen Way (off Page Mil Road), Bldg. 7, Auditorium, Palo Alto. Call: (415)952-5632. [Exp. #140.]

INTERNET

BMUG Internet SIG. Meetings: 2nd and 4th Weds., 7:00 pm, BMUG office, 2055 Center St., Berkeley. Accessing the Internet through World Wide Web using the Macintosh. Email: *dan_meriwether* or *susan_adrian@bmug.org* . [Exp. #137.]

Online And Interactive SIG. Meetings: 3rd Tues., 6:30 pm, usually at Software Publishing Corp., Bldg. 3, 3165 Kifer Rd., Sunnyvale. SIG of the Silicon Valley chapter of the Society for Technical Communication. Call: Charly Rhoades, (408)379-7000 ext. 1414 or *charly@hal.com* . [Exp. #137.]

Software Forum (formerly SEF) Internet SIG. Meetings: 2nd Wed., 7:30 pm, Sun Microsystems, 2750 Coast Ave., Bldg. 6, Mountain View. $10. Call: (415)390-9477. [Exp. #140.]

LEGAL

BMUG Law SIG/ Law SIG South. Meetings: irregular. Call: Randy, (916)661-2280 or *rbs@aol.com* . [Exp. #137.]

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed., odd-numbered months, noon, SF Bar Assoc. Boardroom, 7th Fl., 685 Market St. Brown bag meetings. Call: (415)421-5650. [Exp. #137.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408)263-0398. [Exp. #138.]

BMUG—Berkeley Macintosh User Group. Meetings: every Thurs., 6:00 pm, Warren Hall, Rm. 22, UC Berkeley campus. Call: (510)549-BMUG. [Exp. #137.]

BMUG LesBiGay SIG. Meetings: 3rd Sun., 6:00 pm, BMUG office, 2055 Center St., Berkeley. Call: see the LesBiGay conference on Planet BMUG (bmug.org). [Exp. #137.]

BMUG West. Meetings: last Mon., 6:30 pm, San Francisco Exploratorium. Call: (510)549-BMUG. [Exp. #137.]

Diablo Valley Macintosh User Group (DVMUG). Meetings: 3rd Tues., 7:00 pm, Bancroft School, 2200 Parish Dr., Walnut Creek. Get together with Mac and Performa users. Enjoyable SIG meetings. Call: Tom Bacon, (510)945-4548. [Exp. #138.]

International Macintosh Users Group (IMUG). Meetings: 3rd Thurs., 7:00 pm, Apple Computer, R&D Cam-

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USER GROUPS cont.

pus, 1 Infinite Loop, Cupertino. A forum for multilingual/multiscript computing. Call: Roger Sherman, (415)859-5146. [Exp. #140.]

Macs Of Marin. Meetings: last Wed., 7:30 pm, Corte Madera Rec. Center, 498 Tamalpais Dr., Marin. Q&A 7:30, meeting 8:00, members free, nonmembers $5. Call: Richard, (415)485-5596. [Exp. #140.]

PAUG—Peninsula Apple User Group. Meetings: 3rd Thurs., 6:30 pm, Computer Attic, 2750 El Camino Real, Redwood City. Beginners and advanced, question and answer, new product demos, public domain software. Call: Ted Wagner, (415)345-0751. [Exp. #140.]

P.I.E. Macintosh Special Interest Group. Meetings: 2nd Thurs., 7:15 pm, Lynbrook High School, Rm. 32, 1280 Johnson Ave. (btw. Bolinger & Prospect), San Jose. Call: Mickey Schumacher, (408)993-9363. [Exp. #139.]

San Leandro Apple Eaters Users Group (MUG). Meetings: 1st Thurs., 7:30 pm, San Leandro High School, Rm. 204, 2200 Bancroft Ave., San Leandro. Call: Stan (510)351-3973 or Ed (510)651-8521. [Exp. #140.]

Software Forum (formerly SEF) Macintosh SIG. Meetings: 3rd Tues., 7:00 pm, Apple Computer, R&D Bldg. 4, 4 Infinite Loop, Cupertino. $10. Call: Jeff Cherniss, (408)358-5150. [Exp. #140.]

SMUG (Stanford Palo Alto Macintosh User's Group). Meetings: 1st Mon., 7:00 pm, Syntex Conference Center, 3401 Hillview Ave., Palo Alto. Call: (415)328-4933. [Exp. #137.]

SPC Apple User Group. Meetings: 2nd Tues., 6:45 pm, CompUSA, New Park Mall, Newark (I-880 exit west on Steveson or Morey). The Society for Prevention of Cruelty to Apple Computers Users Group supports all Apple and Macintosh computers. Call: Dean Fearn, (510)881-9160. [Exp. #139.]

MARKETING

Software Forum (formerly SEF) Marketing SIG. Meetings: 4th Thurs., 7:00 pm, Cubberley Community Center, Rm. H-1, 4000 Middlefield Rd., Palo Alto. $10. Call: Bill Ryan, (415)615-7906. [Exp. #140.]

MULTIMEDIA

Joe's Digital Diner. Meetings: every other week, 5:30 interactive happy hour, 7:00 pm dinner, 8:00 pm showcase, 3435 Army St., Ste. 222 (at Valencia), San Francisco. An evening mixing home cooking, six multimedia stations, and a special presentation on new media, Internet, etc. Call: (415)824-9394. [Exp. #137.]

Macromedia User Group. Meetings: 1st Tues. (except Jan.), 6:00 pm, 600 Townsend St. at 7th, San Francisco. For multimedia developers of all levels who use Macromedia products. $5. Call: (415)252-2295. [Exp. #137.]

Software Forum (formerly SEF) Multimedia SIG. Meetings: 1st Thurs., 7:00 pm, Center for Software Development, 111 W. St. John St., Suite 200, San Jose. $10. Call: Dave McCutcheon and Charlie Pfefferkorn, (510)438-9565. [Exp. #140.]

MUSIC

Computer Music Group. New group forming to explore computer music beyond MIDI—UNIX, mathematical modeling, networks, multiprocessing, etc. Call: Bob, (415)592-6993. [Exp. #138.]

NETWORKING

Apple Network Manager's Association. Meetings: 3rd Thurs., 5:30 pm, Syntex Laboratories, Palo Alto. A forum for discussing problems and solutions associated with managing mixed environments with AppleTalk networks. Call: Bill Woodcock, (510)843-6369, email *woody@zocalo.com* for directions. [Exp. #137.]

BMUG Networking SIG. Meetings: 4th Tues., 7:00 pm, BMUG office, 2055 Center St., Berkeley. Call: James, (510)233-7151. [Exp. #137.]

Software Forum (formerly SEF) Client/Server SIG. Meetings: 4th Tues., 7:00 pm, Cubberly Community Ctr., Rm. H-1, 4000 Middlefield Rd., Palo Alto. $10. Call: Patrick O'Brien, (415)726-4664. [Exp. #140.]

NOVELL

Novell User Group Of Monterey. Meetings: 3rd Thurs., 40 Ragsdale Dr. in Ryan Ranch off Hwy 68. Call: (408)645-2475. [Exp. #140.]

OS/2

OS/2 Bay Area User Group. Meetings: 4th Mon., 7:30 pm, Stanford Linear Accelerator Center Auditorium, 2575 Sand Hill Rd., Menlo Park. For anyone interested in OS/2. Presentations, demonstrations, question and answer session. Call: (510)945-7565 ex. 611. [Exp. #138.]

PEN

Software Forum (formerly SEF) Mobile/Wireless Computing SIG. Meetings: 4th Wed., 7:00 pm, Cubberley Community Center, Rm. H-1, 4000 Middlefield Rd., Palo Alto. $10. Call: Dick Roistacher, (415)591-8236. [Exp. #140.]

Stanford Newton User Group. Meetings: 2nd & 4th Tues., 7:00 pm, Printer's Inc. Bookstore Cafe, 310 California Ave., Palo Alto. Call: Flash Sheridan, (415)462-9203 or *FlaSheridn@rahul.net* . [Exp. #139.]

PROGRAMMING LANGUAGES

BMUG Forth SIG. Meetings: 2nd Sat., 12:00 pm, BMUG office, 2055 Center St., Berkeley. Forth for beginners, 12 noon; introductions, 1:00 pm; talks and demos 1:30–5:00 pm. Call: Leonard, (510)376-5241. [Exp. #137.]

BMUG Programmers' SIG. Meetings: alternate Weds., 7:00 pm, BMUG office, 2055 Center St., Berkeley. Mac Toolbox, C, and Pascal. Call: (510)549-BMUG. [Exp. #137.]

Software Forum (formerly SEF) C/C++ SIG. Meetings: 4th Fri., 6:15 pm, UC Santa Cruz Extension, Oxford Business Park, 3120 De La Cruz Blvd. (Trimble at 101), Santa Clara. $10. Call: Marian Corcoran, (408)973-1662. [Exp. #140.]

Software Forum (formerly SEF) Visual BASIC SIG. Meetings: 2nd Thurs., 7:00 pm, Cubberley Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. Free tutorial 6:00 pm. $10. Call: Deborah Kurata, (510)426-9411. [Exp. #140.]

Silicon Valley Forth Interest Group. Meetings: 4th Sat., 10:00 am–5:00 pm, 230 Lincoln Centre Dr., Foster City. Call: Dr. C.H. Ting, (415)638-5669 (w), 571-7639 (h). [Exp. #140.]

PROJECT MANAGEMENT

Microsoft Project Users Group. Meetings: 3rd Tues., alternates between San Jose and Foster City. Q&A, speakers, product demos, and other topics related to Microsoft Project and project management. Call: Jim Spiller, (707)425-2484. [Exp. #137.]

SILICON GRAPHICS

Bay Area Silicon Graphics Users Group—BASGUG. Meetings: 3rd Tues., 7:00 pm, SF Academy of Art College SGI Lab, 79 New Montgomery St. at Mission, San Francisco. Dedicated to providing advanced information and education for SGI systems. Call: Doug Cain, (415)346-6150. [Exp. #140.]

TEXAS INSTRUMENTS

TI-99/4A. Meetings: 2nd Sat., Oakland. Call: Fred, (510)530-8335. [Exp. #138.]

UNIX

AT&T UNIX Computer Users Group. Call: Thad Floryan, (415)961-5157. [Exp. #140.]

Software Forum (formerly SEF) UniForum Open Systems SIG. Meetings: 2nd Tues., 7:00 pm, DEC Auditorium, 130 Lytton Ave., Palo Alto. $10. Call: George Bosworth, (415)851-3304. [Exp. #140.]

VIRTUAL REALITY

Virtual Valley, The Silicon Valley And South Bay Virtual Reality Users' Group. Meetings: 1st Thurs., 7:00 pm, Round Table Pizza, private dining room, 1225 El Camino Real, Menlo Park. Networking, door prizes, job leads, information, fun, industry gossip. Call: Cleopatra Alfenito, (415)824-2536 or email: *virtual_valley_admin@gravity.com* . [Exp. #140.]

WINDOWS

BMUG Windows SIG. Meetings: 1st Tues., 6:30 pm, BMUG office, 2055 Center St., Berkeley. Call: Robin, (510)527-8993. [Exp. #137.]

Software Forum (formerly SEF) Windows SIG. Meetings: 1st Wed., 7:00 pm, Cubberley Community Center, Room H-1, 4000 Middlefield Rd., Palo Alto. $15. Call: Fran Finnegan, (415)288-4400. [Exp. #140.]

ASSOCIATIONS

Association For Systems Management & Data Processing Management Association. Meetings: 1st Wed., 5:30 pm, Mountain View. Networking, dinner, speaker; $20 to $25. Call: (408)727-3906. [Exp. #139.]

Association For Women In Computing. Meetings: 1st Wed., 6:00 pm, Stagecoach Restaurant, 44 Montgomery St., San Francisco. $10 members, $15 guests. Call: (415)979-8450. [Exp. #140.]

Bay Area Video Coalition. A place for independent videomakers to communicate with each other and the larger media community. $10 for nonmembers. Call: Anne Etheridge, (415)861-3282. [Exp. #140.]

Black Data Processing Associates, Silicon Valley Chapter. Meetings: 4th Thursday, 6:30 pm, Amdahl Corp., Bldg. H, 1240 E. Arques Ave., Sunnyvale. National network of DP professionals, educators, students, and vendor reps. Call: Willie Mackey, (408)280-7624 or email: *wjmackey@bdpabac.com* . [Exp. #140.]

Business Marketing Association. Meetings: 4th Wed., 11:30 am, Marriott Hotel on Great America Pkwy., Santa Clara. A professional organization for business-to-business marketing professionals; CBC certification, topical programs, seminars, job bank. Call: (408)365-9815. [Exp. #139.]

Center For Software Development. 111 West Saint John, Ste. 200, San Jose. Provides resources for self-service testing, prototyping, and porting on many different platforms. Call: (408)494-8378. [Exp. #140.]

Computer Professionals For Social Responsibility/Berkeley Chapter. Meetings: last Sun., 3:00 pm, BMUG Offices, 2055 Center St., Berkeley. Meetings are open to the public and free. Call: Karen, (510)987-0567 or *cpsr-berkeley@cpsr.org* . [Exp. #140.]

Independent Computer Consultants Association, Northern California Chapter. Meetings: 2nd Tues., 6:00 pm, The City Club, 155 Sansome St., San Francisco. Open discussion, questions and answers. Call: (415)399-0305. [Exp. #140.]

National Writers Union. Meetings: 1st Wed., location changes. Monthly meeting for professional technical writers. Call: Andreas, (415)333-0921 or email: *andreas@netcom.com* [Exp. #140.]

Rexx Language Association. A consortium of those who deal at some level with the Rexx language. For membership info send name and address to *pjt@wrkgrp.com* or RexxLA Membership, 6300 N. River Rd., Ste. 501, Rosemont, Ill 60018; fax (708)696-2277. [Exp. #140.]

San Francisco ACM SIGGRAPH. Meetings: 3rd Fri., 8:00 pm, Computer Arts Institute, 310 Townsend St., Suite 230, San Francisco. Computer graphics and animation across a variety of industries including film, multimedia, and video games. Call: (415)642-9605. [Exp. #138.]

Society For Technical Communication, San Francisco Chapter. Meetings: 3rd Wed., 6:00, program at 6:45 pm, Stagecoach Restaurant, 44 Montgomery St., San Francisco. Job listings, guest speakers, technical publications competition, newsletter. Call: (415)985-7121. [Exp. #139.]

Society For Technical Communication, Silicon Valley Chapter. Meetings: 3rd or 4th Thurs., 5:30 pm refreshments, 6:30 pm dinner, 7:15 dessert. Sunnyvale Hilton, 1250 Lakeside Dr. (off Lawrence Expressway at 101). Guest speakers, special interest groups, networking, job listings, newsletter. Call: (408)737-9426. [Exp. #137.]

Software Forum (formerly SEF). Meetings: 3rd Wed., 6:30 pm, Elk's Lodge, 4249 El Camino Real, Palo Alto. Industry association dedicated to software developers and entrepreneurs, offering information and education on all facets of the software industry. Call: Barbara Cass, (415)854-7219. [Exp. #140.]

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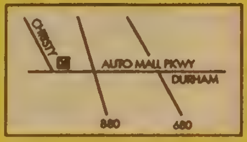

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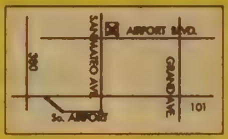

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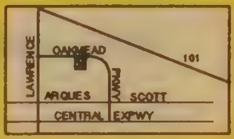

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SYSTEM CONFIGURATION:

Motherboard/CPU: **486-66 -80 -100** **Pentium -66 -90 -100**

RAM Memory ______________________
Graphics Card ______________________
Monitor ______________________
Hard Disk ______________________
Controller/ I/O Ports ______________________
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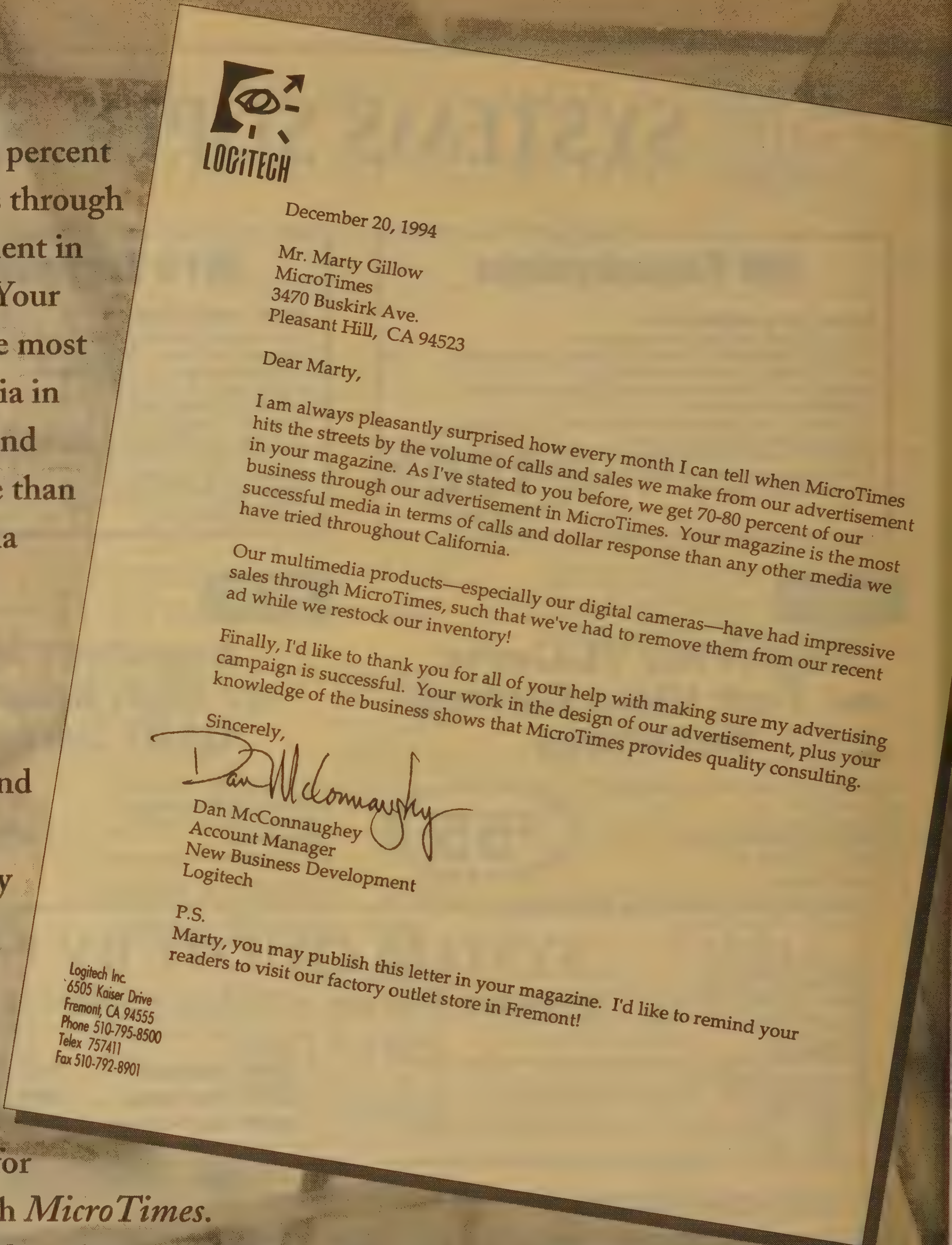

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December 20, 1994

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CPU Cooling Fan
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Spill Resistant 101 Keyboard
Conner or Maxtor 420MB IDE Hard Drive
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Standard Technology 14" 1280 x 1024 .28 NI Monitor
Microsoft Serial Mouse

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CPU Cooling Fan
4MB RAM Memory (1 of 72-pin, 70-ns Simm)
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Mitsumi or Keytronic 101 Keyboard
Conner or Maxtor 420MB IDE Hard Drive
Oak 087 Super VGA 1MB Card
Standard Technology 14" 1280 x 1024 .28 NI Monitor
Microsoft Serial Mouse
** Optional Upgrades

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Sony 2X + 16 bit IDE Sound Card + Mini Speakers ($189)

Central System # 3 : 486 Value Station

Intel 486-DX2-66 CPU
CPU Cooling Fan
8MB RAM (1 of 72-pin, 70-ns Simm)
Teac 1.44MB Floppy
Built-in IDE & I/O on board
Mid Tower Case w. 230W Power
Mitsumi or Keytronic 101 Keyboard
Conner or Maxtor 420MB IDE Hard Drive
Kelvin 64 VLB 1MB VGA Card
Viewsonic 15ES or Mitac M1564 15" Monitor
Microsoft Serial Mouse
** Optional Upgrades

AMI Super Voyager III 486-DX2-66 2VLB **$1649**

** Multimedia Upgrade Options :
Any 2X or 4X Multimedia Kit available

Central System # 4 : Pentium IDE Station

Intel Pentium 586-90 CPU
CPU Cooling Fan
8MB RAM (2 of 72-pin, 70-ns Simm)
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Mitsumi or Keytronic 101 Keyboard
Conner or Maxtor 420MB Hard Drive
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Viewsonic 15ES 15" or Mitac M1564 15" Monitor
Microsoft Serial Mouse
** Optional Upgrade

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MICRONIC 586-90 3PCI **$2099**

** Multimedia Upgrade Option (please add) :
Teac 4X IDE + SB 16 + Mini Speakers ($265)

Central System # 5 : Pentium SCSI Station

Intel Pentium 586-90 CPU
CPU Cooling Fan
8MB RAM (2 of 72-pin, 70-ns Simm)
Teac 1.44MB Floppy
Built-in IDE & I/O on board
Adaptec 1522A SCSI Board
Mid Tower Case w. 230W Power
Mitsumi or Keytronic 101 Keyboard
Quantum MV-540A 540M SCSI Hard Drive
Kelvin 64 PCI 1MB VGA Card
Viewsonic 15ES 15" or Mitac M1564 15" Monitor
Microsoft Serial Mouse
** Optional Upgrade

MICRONIC M54PI 586-90 3PCI **$2235**

INTEL 586-90 PCI **$2199**

SUPER P55CWA PCI (Triton) **$2199**

** Multimedia Upgrade Option (please add) :
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Intel Pentium 586-90 CPU
CPU Cooling Fan
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Teac 1.44MB Floppy
Built-in IDE & I/O
Mid Tower Case w. 230W Power
Mitsumi or Keytronic 101 Keyboard
Conner or Maxtor or Western Digital 1.2GB IDE Hard Driv
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** Optional Upgrades

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CDS-535 220ms, 300Kb/s, 2X SCSI Int	199
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5000 4 Speed Multimedia Kit w. 30 titles	439
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MV3100 Super Deluxe Kit	339
MV4100 Premium Deluxe Kit	499
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Pro 3D 16 SCSI-2 Sound Card	245
Pro 16 Multimedia System II SCSI	*(329)
MITSUMI	
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PLEXTOR	
PX-43CH 220ms, 600Kb/s, 4 Speed Int	389
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Wav Jammer 16 bit Stereo PCMCIA	275
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EP-120 Magnetically Shielded (120W)	
EP-280 Amplified Speakers (40W)	
Mini Speakers	7

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Mid Tower w. 230W Power	
Mid Tower w. Side Door Open, 230W Power	
Mid Tower w. 250W Power : Black / White	139/1
Full Tower w. 250W Power	1
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BUSLOGIC

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KT542B SCSI-2 w. Kit	209
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DTC

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Fast SCSI PCMCIA	199
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OTHERS

ACCULOGIC IDE PCI Controller	49
ASUS SC200 SCSI-2 PCI (w. NCR chips)	85
BOCA IDE w. I/O (2S 1P)	49
IDE w. I/O (2S 1P) / IDE w. I/O VLB	19.50/29

4. CPU & MATH CO

CPU :

AMD

386 DX-40	59
486-DX2-66 / DX2-80	179/169
486-DX2-100	219

CYRIX

486 DX-33	119

INTEL

386 DX-33 / DX-40	45/45
486 DX-33 / DX-50	139/269
486 DX2-50 / DX2-66	179/199
486 DX4-100	279
Pentium 586-60 / 66	379/499
Pentium 586-90 / 100	575/735

Math Co Processor :

CYRIX

83D87 - 33	35

INTEL

387 DX (for 16/ 20/ 25/ 33 MHz)	85
387 SX (for 16/ 20/ 25/ 33 MHz)	79

LSI

83D87 - 40	35

OTHERS

Cooling Fan for 486 CPU	7.50
Cooling Fan for Pentium 586	15

5. DIGITIZER

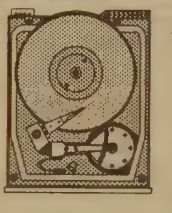
UMMASKETCH

II 12 x 12, 4 or 16 button	*(249)269
II 12 x 18, 4 or 16 button	549

WACOM

UD-0608R 6 x 8, w. UP-201 Pressure Stylus	345
UD-1212RP 12 x 12, w. UP-201 Pres. Stylus	529
KT-0405R 4 x 5, Art Pad	155
KT-0405R with Fractal Dabler	185

6. DRIVE



SYQUEST (MITAC, removable)

105MB 3.5" w. cart., IDE host adapter	279
105MB 3.5" w. cart., printer port for PC, Ext.	369
105MB 3.5" w. cart., SCSI for Mac, Ext.	389
200MB 3.5" w. cart., SCSI Ext	499
270MB 3.5" w. cartridge, IDE, Int	465
270MB 3.5" w. cartridge, SCSI, Ext.	499
270MB 3.5" w. cart., printer port for PC, Ext.	499
105MB Cartridge / 270MB Cartridge	59/69
Syquest 270MB 3.5" w. cart., IDE Int	489
Syquest 270MB 3.5" w. cart., SCSI Ext	539

FLOPPY DRIVES :

TEAC

1.2MB 5.25"	46
1.44MB 3.5" / w. frame	36/40
Dual - 1.2MB & 1.44MB	89

HARD DRIVES :

CONNER

CFS-420A 420MB 14ms IDE 1" ht	169
CFS-540A 540MB 14ms 32k IDE 1" ht	189
CFA-850A 850MB 12ms 256k IDE 1" ht	279
CFP-1080S 1.08GB 11ms 256k SCSI-2	519
CFA-1275A 1.2GB 12ms 256k IDE 1" ht.	425
CFP-2105S 2.1GB 10ms 1/2 ht	925

FUJITSU (5 yr. warranty)

M2684TAU 540MB 12ms IDE 1" ht	195
M2684SAU 540MB 12ms SCSI 1" ht	215

MAXTOR

MXT-7270AV 270MB 12ms 32k IDE	159
MXT-7345S 345MB 15ms SCSI 1" ht	169
MXT-7420AV 420MB 12ms 32k IDE	175
MXT-7540AV 540MB 14ms 64k IDE	195
MXT-7546A 546MB 12ms 256k IDE	199
MXT-71260A 1.2GB 12ms 256k IDE	415
Optical Rewritable 1.3GB 19ms SCSI, 4MB Ext.	
Tahiti III MXO-9410000 Drive only	2175
1GB Glass Cart. MXO-2015382 512k sector	165
1GB Plastic Cart. MXO-2015383 512k sector	135

MICROPOLIS

MC-4221 2.1GB 8.5ms 512k 1" ht	1045
MC-1936 3.0GB 11ms 256k SCSI full ht	1455
MC-1936AV 3.0GB Audio Visual	1655
MC-3243 4GB 8.5ms 512k 3.5" ht	1995

QUANTUM

LPS-270AT 270MB 12ms 128k IDE	175
LT-540A 540MB 11ms 128k IDE	205
LT-540S 540MB 11ms 128k SCSI-2	225
MV-540A 540MB 14ms 128k IDE	189
MV-540S 540MB 14ms 128k SCSI	209
LT-730A 730MB 11ms 128k IDE	249
LT-730S 730MB 11ms 128k SCSI	279
EM-1080S 1.08GB 9.5ms SCSI-2	559
QM-32150AL 2GB 8ms 1MB SCSI-2	895

SEAGATE

ST3491A 420MB 14ms 128k IDE	169
ST-3660A 540MB 14ms 128k IDE 1"ht.	195
ST-3780A 720MB 12ms 256k IDE	255
ST-31220A 1.08GB 12ms 256k IDE	425
ST-31230N 1.05GB 9ms 512k SCSI-2	559
ST-32430N 2.14GB 9ms 512k Fast SCSI	995
ST-32550N 2.14GB 8ms 512k SCSI-2	1045
ST-12550W 2.14GB Fast-wide SCSI	1265
ST-43400N 2.9GB 10ms 512k SCSI-2	1895
ST-15230N 4.3GB 9ms 512k SCSI	1985
ST-410800N 9.0GB 11.5ms 1M SCSI	3665

WESTERN DIGITAL (3 yr. warranty)

WD-2420 420MB 13ms 128k IDE	185
WD-2540 540MB 12ms 128k IDE	239
WD-2700 730MB 10ms 128k IDE	259
WD-2850 850MB 10ms 128k IDE	279
WD-31000 1.0GB 10ms 128k IDE	399

OTHERS

Impression CardDrive (2 slot PCMCIA)	185
Mounting Frame for 3.5" Hard / Floppy Drive	5/5
Removable Case for 3.5" HD IDE / SCSI	39/42

7. I/O CARD

KOUWELL

AT I/O (2S 1P) / AT I/O (2S 2P)	25/29
AT I/O (2S 1P 1G) / w. 16550 chips	25/42
Printer Card	15
Serial Card (XT, AT)	15

QUICKPATH

13 Port I/O w. 4-16550UARTs + Extd. IRQs (2IDE, 4F, 4S, 2P, 1G)	125
4 Serial, 16550UARTs, 8addr, 10IRQs (3,4,5,7,9,10,11,12,14,15)	99

SIIG (5 yr. warranty)

(2S 1P) w. 16550 chips	45

STB 4-COM

4 Serial, 16 bit, 16550, support Com 1-8, IRQ (2,3,4,5,10,11,12,15)	109

VITEX

AT I/O (2S 2P) w. 16550 chips	45

8. KEYBOARD

FOCUS

FK2001 101 Click	42
FK9000 129 Key Programmable	53

MICROSOFT

Natural Keyboard	95

NORTHGATE OMNI (5 yr. warranty)

101NI	*(65)69
102	*(65)69
Ultra T	*(89)95

SIIG (5 yr. warranty)

Minitouch	45
Supertouch 101 Click	53
Wavetouch 101 Soft	39

OTHERS

Ancer 101 Key (black)	42
BTC 84 Key Mini	35
Keytronic 101	35
Maxi 101 / Maxi 124	35/53
Mitsumi 101	29
Spill -resistant 101 Key	19.50
Unikey Natural Ergonomic Keyboard	45

9. MEMORY

DRAM

256k x 4 - 80ns		5.50

SIMM

1 x 9 - 60ns / 70ns / 80ns	(1MB)	41/40/39
4 x 9 - 60ns / 70ns	(4MB)	149/145
16 x 9 - 70ns	(16MB)	579
256k x 9 - 70ns / 80ns		14/13
1 x 36 - 60ns / 70ns	(4MB , 72 pin)	175/165
2 x 36 - 60ns / 70ns	(8MB , 72 pin)	340/330
4 x 36 - 60ns / 70ns	(16MB, 72 pin)	549/539
8 x 36 - 60ns	(32MB, 72 pin)	1079
For Mac : 4MB x 8 - 70ns / 80ns		159/155

SIPP

1MB x 9 - 70ns (3 chips)	42

COMPUTER MEMORY (3rd party)

for Compaq, IBM available
for details and prices .... *call*

KINGSTON MEMORY

current price .... call

LAPTOP / NOTEBOOK (3rd party)

for AST, Compaq, IBM, Macintosh, NEC
Packard Bell, Panasonic, Toshiba
for details and prices .... *call*

LASER PRINTER MEM. UPGRADE

JET RAM (3rd party)
for Epson , HP, Panasonic, QMS, Texas Ins.
for derails and prices .... *call*
PACIFIC DATA
for HP, Pro Tracer
details and prices .... *,call*

10. MODEM & FAX

BOCA

14.4 Fax Int / Ext	*(89)/119
14.4 Pocket Fax	169
28.8 Fax 14.4 Modem Int / Ext	*(159/189)
28.8 Fax Modem v.34 Int / Ext	195/219

COMPUTER PERIPHERAL

14.4 Fax Modem Voice	89

GVC (Maxtech)

14.4 Fax Int / Ext	65/89
14.4 Fax Modem Voice Int	74
PCMCIA 9624 Fax	99

HAYES

Accura 144 + Fax Int / Ext	*(99/129)
Accura 28.8/14.4 v.34 Modem Ext	245
ESP Communication : Single / Dual port.	85/125
Optima 288 V.Fast 144 Fax Ext	415
Optima 288 v.34 Ext	445
PCMCIA Optima 144 Fax	*(199)

MEGAHERTZ

PCMCIA XJ1144 Fax (MNP5)	185
PCMCIA XJ2144 Fax (MNP10)	245

MICROCOM

Deskporte ES 28.8 Fast 14.4 Fax Ext	189
Deskporte EP 28.8 Fast 14.4 Fax Ext	249

PRACTICAL PERIPHERALS

Mini Tower 144FX144 Ext	119
PM144FX144 Int	99
288 Fax v.34 Int / Ext	209/225

SHIVA

Net modem/E Ethernet BNC/TP	1475

US ROBOTICS

Courier V.34 28.8/14.4 Fax Int / Ext	395/425
Sportster 144/144 Fax MNP5 Int / Ext	99/119
Sportster 144/144 for Mac Ext	149
Sportster V.34 28.8/14.4 Fax Int / Ext	209/225
Sportster V.34 28.8/14.4 Fax for MAC	259
Sportster PCMCIA 144 Fax	185

ZOOM (7 yr. warranty)

144/144 Fax Modem & Voice Int / Ext	139/169
28.8 V.Fast 14.4 Fax Int / Ext	139/189
28.8 V.34 14.4 Fax Int / Ext	195/205

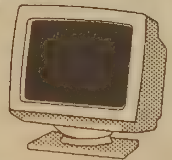
ZY-XEL

U1496B 16.8 Voice 14.4 Fax w. Software Int	289
U1496B+ upgradable to 19.2Kbps Int	397
U1496E 16.8 Voice 14.4 Fax, LED Ext	299
U1496E+ upgradable to 19.2Kbps Ext	399

OTHERS

CommShare 550 Phone & Fax auto-switch	75
CommShare 750 4 Port Switching	99
Intel Plus/OCR 2.0	*(45)
National Semiconductor TyIN 2000 Int	*(75)
SIIG TeleCommunicator 10-in-1 Fax	219
14.4 Fax modem Int	59

11. MONITOR



ACER VIEW

AV34T 14" 1024 x 768 .28 NI	239
AV56L 15" Flat 1280 x 1024 .28 NI	349
AV76i 17" Flat 1280 x 1024 .27 NI	629

EYE Q

SM1411 14" Flat Mono Amber Paper White	85
M447AU 14" 1024 x 768 .28 NI	249

HITACHI

CM1586MU 15" Flat 1280 x 1024 .28 NI	369
CM1797M 17" Flat 1600 x 1200 66Hz .26 NI	975
NS1764 17" Flat 1280 x 1024 60Hz .26 NI	699

LIYAMA (IDEK)

MF-8115 15" 1280 x 1024 .28	415
MF-8617A 17" 1280 x 1024 .26	769
MF-8621 21" 1600 x 1200 .26	2235
MT-9121 21" 1600 x 1200 .30	1895

KFC

CT1428A 14" 1024 x 768 .28 NI	249
CA1507 15" Flat 1280 x 1024 .28 NI LED.	375
CA1508 15" Flat 1280 x 1024 .28 NI LCD	389
CA1718 17" Flat 1280 x 1024 .26	745

MAG (auto switch power)

DX15F 15" 1280 x 1024 .28 NI (no LED)	369
DX17F 17" 1280 x 1024 .26 NI (no LED)	669
MXP17F 17" Flat 1600 x 1280 .26 NI	915

MITAC (3 yr. warranty)

M1564 15" 1280 x 1024 .28 NI	325
M1775 17" 1280 x 1024 .28 NI	629

NANAO

F340iW 15" Flat 1024 x 768 .28 NI	599
F550iW 17" 1280 x 1024 .28 NI	*(849)979
F2.17EX 17" 1600 x 1200 .26 NI	959
T2.17 17" 1280 x 1024 .25 NI	1285
T2.20 20" 1600 x 1280 .30 NI	1955
F780iW 21" 1600 x 1280 .26 NI	2995

NEC

2V 14" 1024 x 768 .28	329
3FGe 15" 1024 x 768 .28 NI	*(425)
4FGe 15" Flat 1024 x 768 .28 NI	*(599)
XP15 15" 1024 x 768 .28 NI	655
XV15 15" 1024 x 768 .28	439
XE17 17" 1024 x 768 .28 NI	985
XP17 17" 1280 x 1024 .28 NI	1249
6FGp 21" 1280 x 1024 NI	1995
XE21 21" 1280 x 1024 .28 NI	1995
XP21 21" 1600 x 1200 .28 NI	2449

NOKIA

449E 15" 1280 x 1024 .28 NI	*(425)499
447L 17" 1024 x 768 .28 NI	749
447X 17" 1600 x 1280 .25 NI	1049
447X 17" 1600 x 1280 .25 NI TCO	1175
445X 21" 1600 x 1280 .26 TCO	2485

OPTIQUEST

1000S 14" 1024 x 768 .28 NI	249
1500D 14" 1280 x 1024 .28 NI	349
2000DC 15" 1280 x 1024 .27 NI	399
4000DS 17" 1280 x 1024 .27 NI	629
4000TC 17" 1280 x 1024 .25 Trinitron NI	799

price) .... special, while supplies last oem .... $ bundled with hareware only

PANASONIC

C1791E 17" 1280 x 1024 .28 NI	739

PROTON

GM1449A 14" 1024 x 768 .28 NI	245
GM1563 15" 1280 x 1024 .28 NI	345
GM1563B 15" 1280 x 1024 Black	359
PM1561A 15" 1280 x 1024 w. speakers built-in	345

SONY

15SF 15" 1280 x 1024 .25 NI	429
17SE 17" 1600 x 1280 .25 NI w. After Dark.	989
17SF 17" 1280 x 1024 .25	869
20SE 20" 1280 x 1024 .30 NI	1835

STANDARD TECHNOLOGIES

428-VESA 14" 1280 x 1024 .28 NI	249

TATUNG

20" Analog 1280 x 1024 .31	755

VIEWLOGIC

10" SVGA Mono Paper White 1024 x 768	129

VIEWSONIC

6E 14" 1024 x 768 .28 NI	275
15 15" Flat 1280 x 1024 .28 NI	429
15ES 15" 1024 x 768 .28 NI, MacII	345
17 17" 1600 x 1280 .27 NI, MacII	849
17G 17" 1280 x 1024 .28 NI	749
20 20" 1600 x 1280 .28 NI, MacII	1449
21PS 21" 1600 x 1280 .26 NI, MacII	1669

12. MOTHERBOARD

AIR (w/o cpu)

486-DX2-66 256k, 3VLB slots, built-in AT I/O	189
486-33 / DX2-66 256k, EISA, 3VLB slots	349
586-90 256k, EISA, Adaptec SCSI, Floppy, w. I/O built-in	659
586-90 256k, EISA, Adaptec SCSI, Floppy, dual processor, w. I/O built-in	769
586-90 256k, ISA PCI VLB, w. I/O built-in	379

AMI (w/o cpu)

Super Voyager III 486-DX2-66 VLB, 7 slots	329
Enterprise IV 486-DX2-66 256k EISA VLB	445
Atlas 586-90MHz PCI 256k w. IDE I/O	445
Titan II 586-90 256k, dual processor	995

ASUS (w/o cpu)

486-DX2-66 256k VLB	139
486-DX2-66 256k PCI, built-in IDE+SCSI I/O	275
P54TP4 586-90 256k PCI (Triton)	359
586-90 / 100 256k PCI EISA, dual processor	779

IBM (OPAL)

486SLC-66 VLB w. CPU & Math Proc	165

INTEL (w/o cpu)

586-90MHz 256k PCI, built-in IDE I/O	359

LYNX (USA made, w/o cpu)

486-33 / DX2-66 256k VLB Green PC.	135
486-DX4-100 256k PCI/ VLB	159

MICRONICS (w/o cpu)

BCP 386-33 64k, 4MB max	79
486-33 / DX2-66 256k VLB	179
JX3WB 486-DX2-66 256k VLB w. write-back cache	259
486-33 / DX2-66 256k EISA VLB	415
M5PE 586-60 / 66 256k EISA	515
M54PI 586-90 w. IDE I/O (Neptune)	415

NICE (w/o cpu)

486-33 / DX2-66 256k VLB, Green PC	139

SHUTTLE (w/o cpu)

486-DX2-66 256k 3VLB slots, Green PC	135
486-DX2-66 256k EISA 3VLB slots	239

SUPER (w/o cpu)

P54CT 586-90 / 100 256k PCI VLB	299
P54Ci 586-90 / 100 256k PCI, built-in IDE	299
P55CWA 586-90 / 100 256k PCI (Triton)	389

TIGER V

586-90MHz 256k PCI	299

13. MOUSE & JOYSTICK

AGILER

AGM-800E Serial 400 dpi	12.50
ATB-610 Serial Trackball	21.50
Master Plus 400	16.50

ANCER (black)

3-button	19

KENSINGTON

Expert Bus 4.0	115
Expert Serial & Trackball 4.0	95

LOGITECH

Cordless II	85
First Serial	31
Fotoman Plus Camera for PC & PS/2	549
Mouseman Bus	64
Mouseman Serial.	45
PG15 Bus oem	45
Trackman II	75
Trackman Portable	49
Wingman Extreme	49

MICROSOFT (USA made)

Bus 2.0 400dpi oem / w. Bus Card	43/65
Bus 2.0 w. Expansion Card	79
Home Serial 1.0	39.95
PS/2 2.0 (round connector)	59
PS/2 & Serial Mouse / w. adapter	41/45
Serial 2.0 400dpi oem : gray / white	29/35

MOUSE SYSTEMS

Altes Mouse	9.95
Cobra (joystick)	9.95
Mouse! Serial w. Pad	19
PC Mouse (3-button optical)	39.50
PC Trackball II	45
Serial Bus Card (9IRQs)	29
The New Mouse 400dpi (3-button)	39

JOYSTICK :

THRUSTMASTER

ACM Gamecard	29.95
F-16 FLCS	135
Flight Control System MK II	75
Flight Control System Pro	119
Flight Stand Holder	19
Formula T1 / w. Indy Car	129/149
Rudder Control	118
Weapon Control MKII	109
UPROM	29.95

OTHERS

Analog Plus (by Sun Comm)	*(19.99)
Analog Pro (by Advanced Gravis)	29
Dexxa Serial Mouse	19.50
PC Gamepad (by Advanced Gravis)	19.95
Quickshot Smart Game Card	16.50
Star Trek Mouse Pad	7.99

14. NETWORK

3COM

3C503 Etherlink II 16 bit coax / TP	165/175
3C509 Etherlink III coax oem / reg	89/118
- 5 Pack oem / reg	445/529
3C509 Etherlink III TP oem / reg.	*(75)/115
- 5 Pack oem / reg	*(365)/499
3C509 Etherlink III Combo oem / reg	99/129
- 5 Pack oem / reg	495/559
3C509 TPO 5 pack	449
3C529 Etherlink III for MCA coax / TP	235/239
3C579 Etherlink III EISA coax / TP	228/229
3C589 PCMCIA TP	169
3C589 PCMCIA Combo	215
3C595-TX PCI 10/100 TP	234
3C16170 Link Builder (12TP)	359
Transcend Link Builder FMS Management	350

ADDTRON

AE-200LC BNC & TP	49
HUB: UTP8/L (8TP +BNC + AUI)	149
HUB: UTP16/L (16TP + BNC + AUI)	285
HUB: UTP16 (16TP+BNC+AUI) RackMount	399
Pocket Adapter BNC	115
Transceivers: ET10TB (TP<->AUI)	37
Transceivers: ET10CB (BNC<->AUI)	37

ALLIED TELESIS (CentreCOM)

Transceivers: MX10 (AUI - BNC)	39
Transceivers: 210T (AUI - TP)	39

ARTISOFT (Lantastic)

Articom	*(99)
Central Station Netware	349
Central Station II	399
Corstream Server 5-user (8340)	*(499)
HUB: 8 Port (8TP + BNC)	189
HUB: 12 Port (12TP + BNC)	225
Lantastic Z (2 stations)	89
Lantastic 6.0 Starter Kit coax 2-user	*(235)
Lantastic 6.0 Add On NR-SI 2000C	*(115) ea.
*- or ** Buy 2 Get 1 Free ** or ** 3 for $230 ***	
Lantastic 6.0 Add On NR-SI 2000T	125
Lantastic 6.0 Software single user	75
- 6.0 for 5-user / 10-user	339/599
- upgrade for single	39
- upgrade for 5-user	*(99)
Lantastic for OS/2	99
Lantastic for TCP/IP single / 5-user	199/785
NR2000C BNC only (Lantastic 5.0)	167
NR2000T RJ45 only (Lantastic 5.0)	169
NR-SI 2000C coax / 5 pk / 10 pk	79/375/685
NR-SI 2000T TP / 5 pk / 10 pk	84/379/689
NR-SI 2000A Combo	99
Remote Boot ROM for NR2000	45

ASANTE (for Mac & PC)

AH1012 Intelligent HUB 12 Port	875
10T HUB 8 Port	194
10T HUB 12 Port (12TP + 1BNC + 1AUI)	369
FriendlyNet with AUI / BNC /TP	69

BOCA

HUB: 8 Port TP only	139
HUB: 16 Port TP only	269
LAN Card : ISA TP / ISA Combo	59/69
LAN Card VLB TP	75
PCI 32 bit Ethernet Combo	89
PCMCIA 10BT Ethernet	169

CASTELLE

JetPress (network Print server) for HP II. IID, III, IIID, coax + TP	429
LANPress (print server connects up to 4 printers)	
- Ethernet Thick/Thin coax (1P 3S)	475
- Ethernet 10BaseT (1P 3S)	475
- Ethernet BNC & 10BaseT (2S 2P)	435

COGENT

EM100 PCI Fast-TX, 32 bit bus mastering	229
EM400 PCI Quartet Fast (4UTP)	1095
EM525 Ethernet 16 Combo	85
EM595TP Ethernet PCMCIA UTP	199
EM932 EISA 32 bit coax / TP	238/239
EM960 32 PCI Full Duplex TP / Combo	135/159
EM964TP 32 PCI 4-Port Full Duplex TP	495

HP (Hewlett Packard)

Advanced Stack 12 Port HUB	599
- with SMNP	895
Advanced Stack 24 Port HUB	999
- with SMNP	1329
Jet Direct J2550A TP	329
Jet Direct J2552A Combo.	395

IBM

Ether 16 coax / TP / Combo	69/69/79

INTEL

EtherExpress 32 EISA coax (FS)	439
EtherExpress 32 Flash EISA Combo (WS)	229
EtherExpress PRO/100 PILA 8465 PCI TP	219
EtherExpress Pro 8/16 bit cards :	
- PCLA 8200 BNC + AUI + TP	129
- PCLA 8200 5 pack	559
- PCLA 8210 BNC + TP oem / reg	88/115
- PCLA 8210 5 pack	499
- PCLA 8220 TP oem / reg	74/109
- PCLA 8220 5 pack	469
- PCLA 8205 Flash BNC+AUI+TP	139
- PCLA 8205 5 pack	599
- PCLA 8215 Flash BNC + TP / 5 pk	125/549
- PCLA 8225 Flash TP / 5 pk	119/499
LAN Project 1.5 (virus protection)	685
LAN Sight Support 4.0	345
LAN Spool s/w 386 NLM v3.5A	425
Netport II Thin & Thick	395
Netport II 10BT	399
Netport Express XL	465
NetSatisfaxtion 2.5 for Novell	955

LANPRO

2000JC 16 bit BNC only	39
2000JT 16 bit TP	*(29)39
2000RAL 16 bit Combo	45
EP3010A Pocket Combo	115
HUB ER5390: 8 Port (9TP + 1BNC)	149
HUB ER5396: 16 Port (17TP + BNC + AUI)	265
Lan Card : PCI Combo / VLB	95/85
Personal Netware coax 1 user Kit	79
Personal Netware coax Starter Kit	139

MICRODYNE

Eagle NE200 PCMCIA coax / TP	235/189
Eagle NE3210 EISA 32 bit Combo	189
NE2000+ coax / 5 pack	*(79/349)
NE2000+ TP / 5 pack	*(69/319)
NE2000+ Combo / 5 pack	*(85/389)
NE3200 EISA coax / TP	450/450
Synchronous .35 WAN Adapter	869

NATIONAL SEMICONDUCTOR

InfoMover NE2000+ coax	*(75)85
- 5 pack	339
InfoMover NE2000+ TP	*(69)79
- 5 pack	299
InfoMover NE2000+ Combo	*(89)99
- 5 pack	415
InfoMover NE4100 PCMCIA coax / TP	175/179

NOVELL

Dos 7 (w. Personal Netware). oem / reg.	45/55
Lan Workplace 4.2 single / 10-user	275/1295
Netware 3.12	
- 5 / 10 / 25-user oem	525/1155/1825
- 5 / 10 / 25-user reg	595/1345/1995
Netware 4.1	
- 5 / 10 / 25-user oem	560/1195/1895
- 5 / 10 / 25-user reg	625/1395/2150
- 50 / 100 / 250-user	3195/4395/7495
Netware NFS v1.2C	3150
NFS Client for Lan Workplace	205
Personal Netware oem / reg	39/75
Unixware Personal Edition - CD version	175
Unixware SDK v1.1 - CD version	75
Unixware NFS	135

PALINDROME

Network Archivist NLM 3.1A	*(995)

SMC

8013 Plus Elite 16 coax / 6 pack	118/625
8013 Plus Elite 16 TP / 6 pack	119/599
8013 Plus Elite 16 Combo / 6 pack	139/775
Elite Ultra 16 coax / 6-Pack	109/449
Elite Ultra 16 TP / 6-Pack	108/399
Elite Ultra 16 Combo / 6-Pack	119/499
Elite Ultra 32 EISA Combo	215
Ether EZ coax / TP	115/*(99)
Ether EZ Combo	*(115)
Etherpower PCI : TP / Combo	185/199
Netware Boot ROM for Ethernet v1.3.	29.50
Tiger HUB: 3206TA 6 Port	185
Tiger HUB: 3212TC (12TP + BNC + AUI)	369

XIRCOM

PCMCIA CE2-10BT TP	*(199)
PCMCIA CE2-10BC Combo	*(235)
PE3-10B2 Pocket Adapter coax	*(255)
PE3-10BT Pocket Adapter TP	*(259
PE-3 10BC Pocket Adapter Combo	*(269

CABLES & ACCESSORIES .... *ca*

15. NOTEBOOK

TOSHIBA

T1960CS 486-DX2-50, 4MB RAM, 200MB HD, 1.44BM FD, Dual Scan Color	227
T1960CT 486-DX2-50, 4MB RAM, 200MB HD, 1.44MB FD, Active Color	279
T1960CT 486-DX2-50, 4MB RAM, 320MB HD, 1.44MB FD, Active Color	302
T3600CT 486-DX2-50 8MB RAM, 250MB HD, 1.44MB FD, Acitve Color	369
T4700CT 486-DX2-50, 8MB RAM, 200MB HD, 1.44MB FD, Active Color	439
T4700CT 486-DX2-50, 8MB RAM, 320MB HD, 1.44MB FD, Active Color	462

OTHERS

ACC9200 9.5/10.4" Viewable Screen size, 128k, 4MB (expandable to 36), VLB w.1MB video ram, removable HD, built-in speaker & microphone :

- 486-DX2-66, 340MB (DSTN)	188
- 486-DX2-66, 340MB (TFT)	249
- 486-DX4-100, 340MB (DSTN)	202
- 486-DX4-100, 340MB (TFT)	269

16. POWER SUPPLY

AMERICAN POWER CONVERSION

APC-400 Smart-UPS (286, 386 WS)	28
APC-600 Smart-UPS (386, 486 FS)	35
APC-900 Smart-UPS (386, 486, FS & WS)	51
APC-1250 Smart-UPS (multiple FS & WS)	63
APC-2000-2 Smart-UPS	115
APC-280 Back-UPS (200W)	10
APC-400 Back-UPS (300W)	16
APC-450 Back-UPS (325W)	19
APC-600 Back-UPS (425W)	26
APC-900 Back-UPS (650W)	37
APC PowerChute Plus :	
- for Novell	6
- for OS/2, Lan Server, 3 Com	7
- for Unix / Xenix	9
- for Windows NT	6

PC POWER COOLING

Standard 220	
- for Desktop / Full Tower	85/8
Silencer 270	
- for Slim (baby or mid tower)	13
- for AT Desktop	16
- for Full Tower	15
Turbo Cool 300	
- for Slim (baby or mid tower)	13
- for Desktop.	16
- for Full Tower	16
Turbo Cool 450	
- for Desktop	29
- for Full Tower	29
Twinpower 900 (redundant)	92

TRIPP LITE

Isobar 4	*(29.9
Isobar 6 w. Fax Modem Protection	*(4
Isobar Master Touch Plus w. RJ11	*(59)7
Isotel 4 w. RJ11	*(39.9

OTHERS

250W for Baby AT	4
250W for Baby or Mid Tower	4
250W for AT / for Full Tower	47/4
300W for Full Tower	6
550W for UPS	27
1200W for UPS	65

17. PRINTER / PLOTTER

BROTHER

HJ-400 Desktop Ink Jet for PC or Mac	*(249)25
HI-630 Laser 6ppm	39
HL-641 6ppm, 1MB RAM	44
HL-645	45
HL655M for PC & MAC, 2MB RAM	59

CANON

BJ-200EX Ink Jet	22
BJC-600E Ink Jet, Color, Par. 780dpi	47
BJC-4000 Ink Jet, Color, 360dpi	35

CITIZEN

GSX-220 24 pin	17

(price) .... special, while supplies last

GSX-230 Fonts & Quiet	219
GSX-240 Scalable Fonts & Quiet	285
GSX-345 24 pin, 132 column	365
Projet II Ink Jet	269

DEC (Digital Equipment)

DecLaser 5100 w. 6MB	1125

EPSON

Stylus Color Inkjet 720dpi	*(529)

HP (Hewlett Packard w. toner)

Color Laser Jet	5495
Desk Jet 540	289
Desk Jet 560C	*(469)529
Desk Jet 1200C PC, Mac	999
Desk Jet 1200C Postscript PC, Mac	1595
Laser Jet 4+ / 4M+	1389/1899
Laser Jet 4L / 4ML	629/985
Laser Jet 4P / 4MP	939/1355
Laser Jet 4Si / 4SiMX	2875/3995
Laser Jet 4V / 4MV	1895/2695
Office Jet (printer-fax-copier) 3-in-1	759

Accessories :

- Color Kit for 540	49
- Duplex C2061A for 4Si or 4SiMX	495
- Envelope Power Feeder 75 Sheet (HP4)	279
- Legal, Letter or A4 250 Sheet Tray (HP4)	99
- Legal, Letter or A4 500 Sheet Tray (HP4)	109
- Lower Cassette w. Letter Tray (IIP, IIIP)	149
- Optional 500 Sheet legal Letter A4 (HP4)	279
- Postscript for LJ4	329
- Postscript C2013A for 4Si	575
- Toner for II, III	84
- Toner for IIP, IIP+, IIIP	76
- Toner for 4	109
- Toner for 4L or 4P	69
- Toner for 4Si	135
- Toner for 4V	149

ASER MASTER

Winjet 1200 (postscript for HP4)	*(549)
Winjet 1200+ (postscript for HP4+)	*(599)

ICROTEK

TrueLaser MTP-306 35 fonts, 6ppm, 2MB	*(745)

KIDATA

ML184T 9 pin, Par	229
ML320 9 pin, Epson compatible	325
ML380 24 pin, Epson compatible	235
ML590 24-wire	429
OL400E Laser	*(425)
OL410E Laser 4ppm, 600ppi	*(539)
OL410E/PS Laser Postscript	*(799)

ACIFIC DATA

ProTracer II Ink Jet (CAD Plotter) a4 to A2 size, 360dpi, I960RISC, 512k, 45dBA	969
ProTracer II-GL2 w. HP-GL2 & 2MB	1339

Accessories :

- HP-GAL Emulation Card	375
- Ink Cartridges	19.50
- Postscript Emulation Card	375
- Sheet Feeder I / II	135/115

ANASONIC

1150 9 pin, 55dBA	139
1624 24 pin	379
2023 24 pin, Quiet (after rebate, 165)	185
2123 24 pin, 43.5dBA, Color capability	239
2130 Quiet Dot Matrix (after rebate, 169)	199
2135 Quiet Dot, Color (after rebate, 205)	255
3123 24 pin, Quiet, Scalable Fonts	259
3124 24 pin, Scalable Fonts, LCD	329
3624 24 pin, Quiet, 46.5dBA	399
J250 Ink Jet, 300dpi, 128 nozzle printhead	*(259)
4430 Laser 5ppm, 1MB	665
4400 Led Page (after rebate, 399)	449
4440 Laser 10ppm	995
4455 Postscript 11ppm	1695
5400 Led Postscript 4ppm. (after rebate, 499)	599
SP-100 Multi-function printer	769
Accessories for 4410, 4420, 4430. 4400 4440, 4450 4450I, 4455, 5400 available for details and prices	***call***

Other Accessories :

32k Buffer Dot Matrix KX-P43	65
Auto Sheet Feeder for 1124 KX-P36	120
Color Upgrade Kit KX-PCK11	55
Serial Interface Card PS-13	75
Single Bin Cut Sheet Feeder KX-PT10	95

EIKO

Smart Label Printer Plus	145
Smart Label Printer Pro	245
Standard Label (2 rolls)	7.95

UMMAGRAPHICS (Plotter)

MP-60 A to D Size	1275
MP-61 A to D Size	1275
MP-161 A to D size	1599
MP-162 A to E size pen	1899
iplot 7100 A to D w. stand	1999
iplot 7200 A to E w. stand	2355

LASER PRINTER ACCESSORIES

ACIFIC DATA

5 in One! for HP DJ500	99
5 in One! for HP II, IID, IIP, IIP+, III, 4Si	245
Complete Font Library for HP III, IIID, IIIP	245
Font Bank for all HP Lasers (stores soft fonts) 0.75MB / 1.5MB	199/259
Pacific Connect XI for HP II, IID, III, IIID -	
- 5 Port 256k / 1MB (4S 1P)	309/379
- 10 Port 256k / 1MB (10S)	449/519
Pacific Connect XI for HP4, IIISi, Paint Jet XL300 -	
- 7 Port 1MB / 4MB (6S 1P)	449/649
- 10 Port 1MB / 4MB (10S)	519/179
Pacific DirectNet for Novell	369
Pacific DirectNet for Novell, Unix & Ethertalk	299
Pacific DirectNetEX for Novell & TCP/IP	469
Pacific 4, Postscript for HP 4	259
Pacific Page II/XL 4MB, Postscript for HP II	669
Plotter in a Cartridge for HP II	225
Plotter in a Cartridge PE for HP IID, IIP, IIP+, III, IIID, IIIP	225

18. SCANNER

HP (flatbed)

ScanJet IICX Color w. Kit	925
- Auto Document Feeder	475
ScanJet IIIP Gray Scale w. Kit	509

INFO

SF3GS Gray Scale 300 dpi w. OCR	225
SF12C Color 24 bit 1200 dpi w. OCR	349
- w. Auto Document Feeder (SF6CD)	539

LOGITECH (hand)

Scanman Easy Touch w. OCR	169
Scanman 256 / w. Omni Page OCR	135/155
Scanman Color w. Omni Page OCR	255
Scanman Power Page	399

MICROTEK (flatbed color)

Scan Maker II w. Photoshop L.E.	549
Scan Maker IISPX 300 x 600 dpi	875
Scan Maker III	2495

TAMARACK (flatbed color)

ArtiScan 24 bit, Color / 256 Gray Levels / SCSI-interface / for PC or Mac	
- w. Photoshop. & OCR 600 / 800 / 1200 dpi	485/585/695
- w. Photoshop 3.0 600 / 800 / 1200 dpi.	635/735/855
Slide Scan Kit (transparency, slide, X-ray) 600 / 800 / 1200 dpi	525/525/595

19. TAPE BACKUP

COLORADO

DJ-20 250MB QIC-80	*(135)
- AB-11 External Tape Port	35
- Cable (2FD & tape backup)	6
- DC2120 Pre-Formatted	12.99
- FC-20 Controller	69
- TC-15 Controller w. compression	155
- KE-09 External Kit w/o Controller	59
- Unix / Xenix Driver	99
DJ-35C Junbo 350 340MB Int	179
DJ-25C Jumbo 700 680MB Int	259
PT-10 PowerTape 1GB SCSI Int	599
PT-25 PowerTape 2GB 300Kb/s Int	965
PTE-25 PowerTape 2GB Ext	1095
PT-50 PowerTape 4GB 300Kb/s Int	1250
PTE-50 PowerTape 4GB Ext	1495
Tracker 250MB / 350MB (printer port)	285/315
- upgrade fr 250MB to 350MB	39.95
Tracker 600MB (printer port)	385

CONNER

CNR-2150S 250MB Int	325
CNR-250MQPT 250MB Ext	315
CNR-2525S 525MB Int	469
CNR-4320RT 2GB Int	745
CNR-4350XT 2GB Ext	985
CNR-4324RP 4GB Int	849
CNR-4354XP 4GB Ext	1145
Tape Stor 420MB w. cartridge Int	169

EXABYTE

EXB-2501 1 - 2GB SCSI-2 Int	499
EXB-2501 1 - 2GB SCSI-2 Ext	649
FS1G (2501 + Control Kit) Int / Ext	675/*(799)
EXB-4200 4mm Dat. 2GB Int	799
EXB-4200 4mm Dat. 2GB Ext	975
EXB-8205XL 8mm Dat. 3.5 - 7GB Int	1345
EXB-8205XL 8mm Dat. 3.5 - 7GB Ext	1595
EXB-8505XL 8mm Dat. 5 - 10GB Int	2035
EXB-8505XL 8mm Dat. 5 - 10GB Ext	2285

HEWLETT PACKARD

35470 4mm Dat. 2-4GB SCSI Int	789
35480 4mm Dat. 4-8GB SCSI Int	885
C1533 4mm Dat. 8-16GB SCSI Int	1059
HP Mounting Frame to 5.25"	27

OTHERS

Mountain Summit SE250 Int	135
Sytos Plus Backup s/w for Dos / Win	99/95
Tape Cartridges : 3M, Exabyte, HP, Maxell, Sony	call

20. VGA CARD

ATI

Graphics Expression 2MB PCI / VLB	219/219
Graphics Ultra Plus 2 DRAM w. mouse	199
Graphics Ultra Pro 2 ISA w. mouse	265
Graphics Ultra Pro 2 VRAM VLB	265
Graphics Ultra Pro 2 EISA	315
Graphics Ultra Pro 2 PCI	269
Graphics Pro Turbo 2MB PCI / VLB	379/379
Graphics Pro Turbo 4MB PCI / VLB	589/589
Graphics Wonder 1MB ISA / VLB	135/139

DIAMOND

Stealth 32 2MB PCI	185
Stealth 64 2MB DRAM PCI / VLB	199/199
Stealth Video 64 2MB VRAM PCI / VLB	289/289
- 2MB upgrade	180
Stealth Video 64 4MB VRAM PCI / VLB	469/469
Viper SE VRAM 2MB PCI oem	289
Viper SE VRAM 2MB VLB	349
Viper Pro VRAM 2MB PCI / VLB	399/399

MATROX

IMP Plus 1600 x 1200, 2MB PCI	399
- 2MB upgrade	265
IMP Plus 220 2MB PCI	475
VLB/2 Plus 1600 x 1200, 2MB VLB oem	335
- 2MB ugrade	215

MEDIA VISION

ProGraphics 1024 VL 256 Color 1MB	*(159)

MIRO

Video 20TD Live VLB / PCI	475/475

NUMBER NINE

T134020, 1280 x 1024, 90Hz, S3-928 chip GXe Level 12 VRAM 3MB ISA	375
GXe-64 DRAM 1MB PCI / VLB	195/195
GXe-64 DRAM 2MB PCI / VLB	239/239
GXe-64 Pro VRAM 2MB PCI / VLB	339/339
GXe-64 Pro VRAM 4MB PCI / VLB	519/519
Imagine 128 4MB PCI	849
Imagine 128 1600 4MB PCI	1129

ORCHID

Fahrenheit 64 1MB PCI / VLB	159/159
Kelvin 64 Windows Accel. 1MB PCI / ISA	139
Kelvin 64 Windows Accelerator 1MB VLB	139
Kelvin 64 Windows Accelerator 2MB PCI	189
Kelvin 64 Windows Accelerator 2MB VLB	189

SPIDER

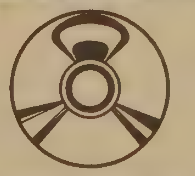
Spider 64 1MB VLB / PCI	135/135
Spider 64 2MB VLB / PCI	185/185
Spider 64 4MB VLB / PCI	285/285
Tarantula 2MB VLB / PCI w. free T-shirt	279/279
Tarantula 4MB VLB / PCI w. free T-shirt	389/389

OTHERS

Cirrus Logic CI5428 1MB	99
Cirrus Logic CI5428 2MB VLB	145
Cirrus Logic GD5434 64 bit 2MB PCI	169
MGP Card (monographic)	23
Intel Smart Video Recorder Pro	439
Oak087 Super VGA 1MB	65
Paradise Window Accel 24 bit VGA	*(99)129
Sigma Design Real Magic Lite MPEG	*(269)
Video Plus (video image grabber)	185
V-Mate Pro (flicker free ext. video encorder)	189
S3 Vision 864 64 bit 2MB PCI	179

SOFTWARE

1. CD SOFTWARE



Call for Wholesale Prices

$3.99 (Special)

- No. 11 Downing Street

$5.99 Each

- Clip Media 2.0
- Introduction PC & Dos
- JCSM Shareware Collection
- Lazer Tax
- Selectware
- Shareware Supreme
- Windows Shareware Gold

$6.99 Each

- 20th Century People
- 20th Century Sports
- Audubon's Birds
- Audubon's Mammals
- Battle Tech 2
- Best of 20th Century
- Capital Hill
- California Collection
- CD Game Pack
- Laser Squad
- Ultimate Collection : Education & Games
- Windows Expert MPC

$7.99 Each

- CD Power Box 2.0
- CD Windows Box 1.01
- Chaos Continum
- Dr. Fun Pack
- Dr. Music
- F-14 Tom Cat
- Magic Death
- My Talking Dictionary
- Photo CD Collection
- Rupert
- Space Shuttle
- Super Games Dos
- Super Game I / II / III / IV for Win
- Travel Companion
- Trains Artica

$8.99 Each

- Adventure in Heaven
- Audio Tester
- Best Asian Hits (cooking)
- Better Windows Better Works
- Cybergenic Ranger
- Doom Heaven 1
- Doom Heaven 2
- Dos Made Gold
- Dos Made Platinum
- Dos Made Silver
- Four Footed Friend (Zoom books)
- Harry's Story Disc & Coloring Book
- MPC Multimedia Showcase
- Monster Media '93
- Teddy's Big Day
- To Much Shareware
- Shareware Heaven
- Shareware To The Maxx
- Stradiwackius (Vroom books)
- Thunder Media Sound Library
- US Atlas 4.0 MPC
- Windows Heaven 2
- Windows Made Gold
- Windows Made Silver

$9.95 Each

- 101 Best Games # 1 DOS (~ Top 201 Games)
- Abacus Island
- Arcade (companion CD)
- Berenstain Bears: Learning At Home
- Best Windows Games (52 programs)
- Bible Land & Bible Stories
- Bible Study and Games
- Doom Fever + Doom II Accessories
- Gus Goes to Cybertown
- Game Magic
- Hier to the Throne
- Hobbies & Leisure
- Home & Business Partners WIN
- Kids Games (46 games) WIN
- Learning Heaven
- Learn to Read in Wordland
- Learning Games (42 programs) WIN
- Leisure Game Pack (81 games)
- Magic of Alphabet
- Mother of Clipart
- Multimedia Computer Tutor Deluxe
- Multimedia Plus
- New Basic Cookbook
- Newsweek Interactive
- Only Best 3D Game
- PC Grobe
- Planet Fun
- Quantum Castle
- Sing-a-long Children (Dr. T's) MPC
- Thinking Games
- Top 201 Games
- Top Ware Limited (500 games)
- Top Ware Spiele (500 games)
- US Helicopter
- US Submarine
- Windows Tutor 3.11
- World + US Atlas

BRODERBUND

3D Home Architech	58
Alian Tale	36
Arthur's Birthday MPC / MAC	35
Arthur's Teacher Trouble MPC / MAC	15
Harry's Haunted House MPC / MAC	36
Just Grandma and Me WIN / MAC	15
Kid Pix Studio	43
Living Book Sampler	3.99
Math Workshop	38
MYST MPC oem / reg	29/45
MYST MAC / Guide Book	48/16
Playroom	35
Printshop Deluxe CD Pack	75
Ruff's Bone MPC / MAC	36
The Little Monsters At School MPC / MAC	36
The New Kid On The Block MPC / MAC	35
The Tortoise and the Hare MPC / MAC	35
Where in the World is Carmen Sandiego	18

CD SAMPLERS

Discovery Channel	9.95
Dorling Kindersley	4.50
Interplay's	8.99
Mayo Clinic	5.99
Microprose Game	5.99
Star Trek Next Generation Demo	4.99
Test Byte Sampler	7.99
Under A Killing Moon	4.50

CHESTNUT

All Titles	***8.95 each***

- 3 Stoogers
- Animal of the World
- Betty Boop
- Bible and Religion
- Bugs Bunny
- Business Clipart
- Charlie Chaplin
- CIA Papers
- Classic Cartoon
- Clip Art Warehouse
- Comedy Store : Insane Impersonations
- Complete Home and Office Legal Guide
- Computer Reference Library
- Daffy Duck
- Death Star Arcade Battles
- Dictionary and Languages
- Encyclopedia of Sound
- Fate of Star Lords
- Flash Card Video (Math for grade 2-5)
- Game Jumboree
- Gardening
- Godzilla vs. Megaton
- Ham Radio
- Hilarious Sports Bloopers
- HIV Resource AIDs Guide
- Hugo House of Horrors
- Midi Master Collection
- Multimedia Manian
- Night of the Living Dead
- Our Solar System
- Personal Finance
- Porky Pig
- Sound Sensation
- Technotools
- Too Many Type Fonts

price) .... special, while supplies last   oem .... $ bundled with hareware only

- TV Commercials
- The Complete Book Shop
- Windoware
- World Traveler

Title	Price
-- Circle of Knowledge (2CD)	16
-- Shareware Overload Trio Pack	19

COREL

Title	Price
Corel Artshow '94 (book+CD)	29
Corel Artshow '95 (book+CD)	32
Corel Gallery	34
Corel Professional Photo CD	*(19) each

- Butterflies
- Food
- Insects
- Mountains
- Birds
- Fields
- Japan
- People
- Coasts
- Hawaii
- Lakes & Rivers
- Sunrise & Set
- Deserts
- Hong Kong
- Wildlife

DISCIS Series DOS, WIN, MAC

All Titles .... *9.95 each*

A Tree Through The Seasons
Aesop's Fables + Cinderella
Birds and How They Grow
Butterflies
Cinderella + Thomas Swimsuit
Dinosaurs
Farm Animals
Heather Hit Her First Home Run + Peter Rabbit
Moving Gives Me Stomach Ache + Heather
Long Hot Day At The Ranch + Scary Poems
Night Before X'mas + Long Hot Day At Ranch
Paper Bag Princess + Mud Paddle
Somebody Catch My Homework
Spiders
Tale of Benjamin Bunny + Peter Rabbit
The Scary Poems for Rotten Kids
Whales
What Air Can Do

FUTURE THINKING

All Titles .... *8.50 each*

Board Games
Bridge & More
Business Tools
Children's Paint
Desktop Publishing
Fantasy Quest
Fonts
Fun with 1-2-3
Fun with ABCs #1 / #2
Fun with Numbers
Fun with Spelling
Fun w. US Geography
Invasion Force
Mail Works
Math Adventure
Musics
Space Games
Story Maker
Super Sports
War Games

LASER SOFT

Title	Price
Advanced Learning Fun (age 8 & up)	16
Animal Magic (6 games) DOS, WIN	*(23)
Apogee's Greatest Hits	12.50
Banners WIN	*(13)
Board & Strategy (26 games)	*(9.95)
Brain Teasers (28 games)	*(9.95)
Business Made Easy	*(13)
Cards and Dice (24 games)	14
Clip Art & Fonts WIN	*(13)
Doom Companion (24 utility programs)	12.50
Early Learning Fun (age 4-7)	*(13)
Family Learning	*(9.95)
Fly and Drive (4 games)	*(13)
Fonts & Clipart Collection	*(9.95)
Graphics & Sound Explorer (33 utilities)	*(9.95)
Home Computer Start Pack (30 programs)	*(13)
Labels WIN	*(13)
Leader Board Golf Game (16 courses)	15
Links Collector Golf	*(14)
Links Solid Gold - 7 Courses	16.50
Pinball WIN	*(18)
Private Eye	*(13)
Publishers Toolbox (31 utilities)	*(9.95)
Screen Effects	*(9.95)
Top Tracks	*(13)
Triple Tris	*(13)
Video Arcade Classics (33 games)	*(9.95)
Video Gambling WIN	*(15)
Windows Toolbox (33 utilities)	*(9.95)
Wolfeinstein 3D + Blade Stone (companion edt)	14

LIMELIGHT MEDIA

All Titles .... *9.95 each*

Adventure Companion
Arcade Companion #2
Casino Companion
Epic Companion
Kid's Companion
Strategy Companion
Utilities Platinum
Education Platinum
Font Platinum
Game Platinum
Home & Business Plat.
Multimedia Platinum
Publisher's Platinum
Windows Platinum

Title	Price
- Platinum Product Avtice Pack (2CD, 4 titles)	25
- Platinum Sampler	3.99

MEDIA VISION

Title	Price
Always Arthur	9.95
Buster First Thunderstorm	9.95
Critical Path	17
Forever Growing Garden	17
Quantum Gate	17
Who Wants Arthur?	9.95

MICROSOFT

Title	Price
Ancient Land oem / reg	29/45
Art Gallery Multimedia MPC	*(45)55
Cinemania '94 / '95 MPC	29.95/*(45)
Complete Baseball MPC	*(29.95)
Dangerous Creatures oem / reg	25/45
Dinosaur oem / reg MPC	29/53
Encarta '95 oem / reg MPC	39/89
Entertainment Sampler	5.95
Explorapedia - World of Nature	33
Frank Lloyd Wright	55
Golf oem MPC	17
Haunted House	46
Magic School Bus: Human Body	45
Magic School House: Solar Systems	45
Multimedia Beethoven 9th Symphony	53
Multimedia Bookshelf '94 oem / reg WIN	34/*(45)
Multimedia Mozart MPC	53
Multimedia Schubert MPC	53
Multimedia Stravinsky MPC	53
Musical Instruments MPC oem / reg	29/53
Office Developer's Tool Kit	*(45)
Office Professional 4.3	*(335)
Ultimate Robot	55
Works v2.0 / v3.0 / v3.0 + Money	17/24/29

POWER SOURCE

Titles at .... *7.50 each*

- 3D Animation
- 16 bit Sound Masterpiece
- 40 Interactive Stories
- 14000 Multi. Programs
- All You Can Play
- Beauty of San Francisco
- Botanical Encyclopedia
- Business Library
- Chinese Common Idioms and Games
- Chinese Painting
- Chinese Recipes
- China Traveler
- Clip Art Library
- Complete Linux
- Computer Super Market
- Desktop Publisher's Dream
- Digital Gourmet
- Game Galore
- Interactive Chinese & Games
- Internet Toolkit
- Las Vegas Casino Games
- Library Images
- Massive Midi Collection
- Math Made Fun (MPEG)
- Midi & Wave Workshop
- Music From Heaven
- Music Tool Box
- Programmer Power Tools
- Perfect Pictures
- S.A.T. Survival Kit
- Secret Subjects
- Secret of Korean Beauty
- Sound Library II
- Sharing 2700 True Type Fonts
- Travellers Handbook in 6 Languages
- Windows Graphics Viewer
- Win 51 Games
- World of Education

MPEG Titles .... *7.95 each*

- Alibaba 40 Thieves
- Girls Lost in Moracco
- Karaoke : Come and Sing Praises
- Jack & Bean Stalk
- Old McDonalds
- Popeye Cartoon

ROCELCO

All Titles .... *9.95 each*

3D Action Adventure
Best of the Arcade Shareware
Best of the Best Shareware
Best of Board Games Shareware
Children's Coloring World
Gambler's Shareware Paradise
Flight Arcade Games
Hottest New Releases vol.1 / vol.2
Kids 4-10 Yrs. Educational
Learning & Tutorials
Trivia Games

All Titles .... *12.95 each*

ATM & True Type Fonts
Business & Utilities
Clipart Collection
Educational
Fun & Games
Graphics & Paint
Interests & Misc.
Windows Application

WALNUT CREEK

Title	Price
4.4 BSD Lite	17
2000 True Type Fonts	24
Ada CD Rom (new)	22
Beer - Home Brewing	25
Best Application (business & home)	29
C User Group Library	22
CD Rom of CD Rom	*(9)
CICA MS Windows '95	13
Clipart Cornucopeia	17
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(price) .... special, while supplies last oem .... $ bundled with hareware only they have their own trajectory of their work. Somebody who's getting a million dollars to write a new book, or to do a movie, or to do a new CD, they're not going to take a year off to really understand this medium and do something tremendously original, even if they could.

So that's the key? They don't understand the medium? They understand the old media but not the new media?

I'm not sure whether they understand, but they're not going to take the time required to really make it their own. What an artist does is, they take something that exists and they put their personal stamp on it. But that takes work and time and thought and effort.

It's not that people are lazy, it's like a natural tendency—if you're really good at writing books, you write another book. It's risky to take a year off. You know if Douglas Adams takes a year off to do a CD-ROM, that's a million dollars he's not going to get, and he could fail in a way. Nothing critical of Douglas, I think Douglas is fabulous, I'd love to do something with him—but I see the problem he has in committing himself to do something.

This seems like a situation that has got to change if there's a multimedia market.

I don't think so. I don't think it will change. I think we will see . . . One of the main reasons why we ran this New Voices competition was to encourage people who saw themselves as artists to do something in this area.

Have you seen Bill Barminski's *Consumer Product*?

Yes, it's in our catalog.

If he'd come to you early in the process, is that the sort of thing you might have said, "Yeah, we'll go for that"?

The problem with his piece from our perspective—it's a great piece, I love it—if he comes to us and says, "I want you to fund my making of it and I want $100,000 to do it," I've got to say "No," because it'll never make $100,000.

The reality is that the original stuff that needs to happen needs to be done by artists by themselves in their off time. It hasn't changed—the same way that musicians have day jobs before they're big, before you become a big pop star you have a day job—and I think that in the multimedia business it happened because it grew up in San Francisco and Hollywood. People forgot that; people don't acknowledge this need for there to be a period in which you nurture this stuff like an artist does. People want to be paid for it up front, and you can't be paid for stuff like this up front, because you can't . . .

So are you saying that Art Spiegelman didn't have an advance on his *Maus* CD-ROM?

He had an advance, but it was nothing like what he would have gotten somewhere else. I gave him $20,000 or something.

I love the Barminski piece, but the reality is that when they came to us for funding, which I think they did, we had to say "No" because there was no way that we could afford to fund that as if it were going to be a hit.

And you read the content as it's not going to be a hit?

No, there's no way.

I think it's the funniest CD-ROM I've ever seen.

That may be.

So you would look at a project at an early stage and you would have to make some sort of a commercial evaluation as well as what your cash flow is . . .

There are two possibilities—if it's not going to cost us very much. All I ever want to do is to break even, I'll run with anything if I can break even on it. I'm even willing to lose a little bit. But I can't put up a hundred or two hundred thousand dollars and not have any idea of what I'm going to get back. Some of the freshest stuff we've done is where somebody came to us and said, "I did this. Would you publish it?"

That might be *Blam!* for example, or *Cinema Volta* ?

Blam! or *Cinema Volta* or the Rodney Greenblat stuff. Then I can give that person $15,000, they put it in their pocket and they're totally delighted. We can put it out on the market and they get royalties.

So if someone wants to come through Voyager, in essence they have to be able to carry themselves through the production period?

If they've got a piece that is arty.

But the *People* magazine piece, was that a joint venture?

Yeah, that was a joint venture with *People*. And with *Macbeth*, I can spend $250,000 and know that I'll sell it for twenty years and I'll get my money back. So it also depends on a back catalog thing. Are you looking at all into a pop market thing? I'm from a music background, I'm interested in having a Top 20 of CD-ROMs that cycles through every few weeks.

Yes, we'd love to—but the reality is that most of the things that sell real well are games. The budgets on most of the games are north of half a million dollars, or much more than that. And we're not structured that way. We're not structured in a way to bet the bank on three or four titles in a year and have them be games. We'd rather do forty more intellectual, edgey type of stuff than four games at a million bucks apiece.

It always strikes me that one of the problems with CD-ROMs in general is that people try and put too much stuff in them. Instead of making a short experience—and I fell prey to this on the *Whole Earth Catalog*—I said, "Look, we've got 650 megs, we'd better fill it up"—and you don't actually have to do that.

Yeah, you don't have to, but I've seen it at Voyager; it happens on every single project. The piece itself keeps wanting you to put things in it.

How much personal hands-on do you have with titles?

I usually try to identify the ones that are different from any that we've done before and I try to focus on those. Since the early stuff we did with Beethoven and some of the video work I haven't been very hands-on, I've mostly played executive producer role.

Would you look at it in progress and say "change the interface" or "make this link"?

Yes, when it's something new that we're doing. I'm much more involved than you might think but not on everything.

You're involved in every decision to put out a title?

Yes, sure, we don't do anything I don't like. But on the other hand we have an editorial board of about fifteen people and we trust the basic decisions to that board.

They would bring you ideas?

It's both. It's both ideas that we generate and things that come in from outside.

Do you go out looking for people a lot?

Yes, I do.

Did you look for Laurie Anderson?

No, Laurie actually came to us. But I do spend a lot of time reading books and going out and finding those authors or those musicians or those moviemakers. That's what publishers do.

Sounds like a nice gig.

It's the greatest gig in the world. ■

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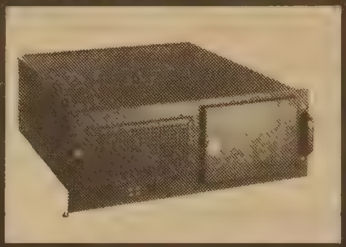

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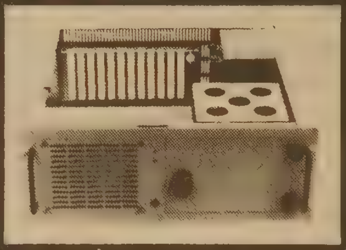

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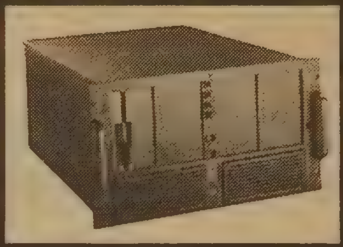

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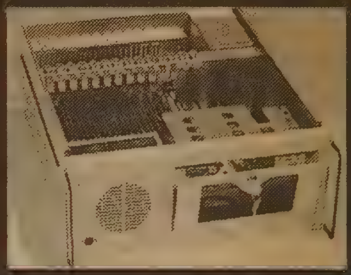

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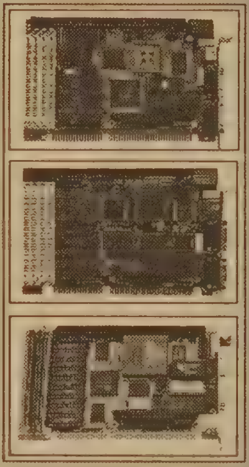

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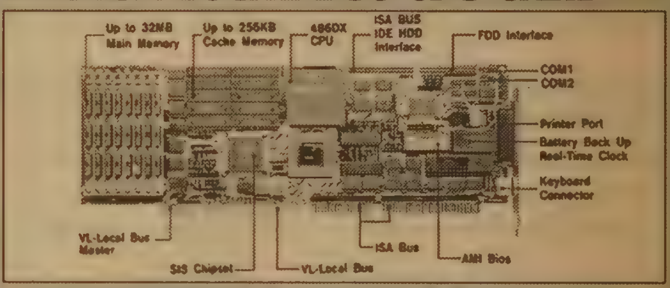

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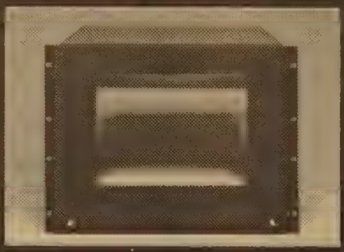

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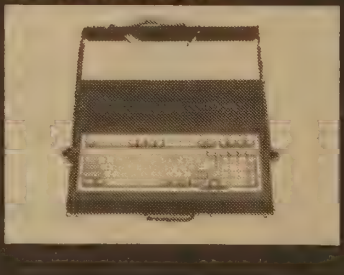

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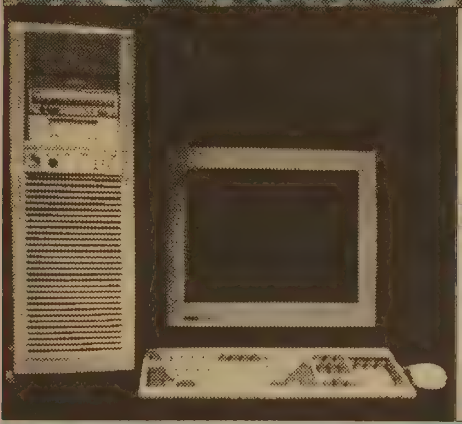

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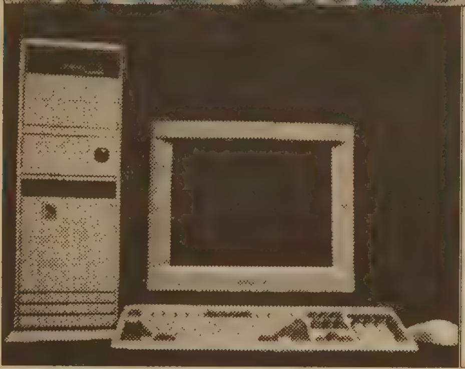

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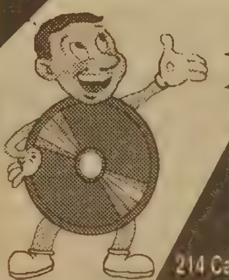

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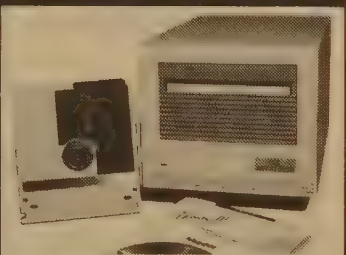

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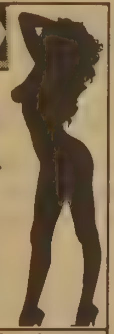

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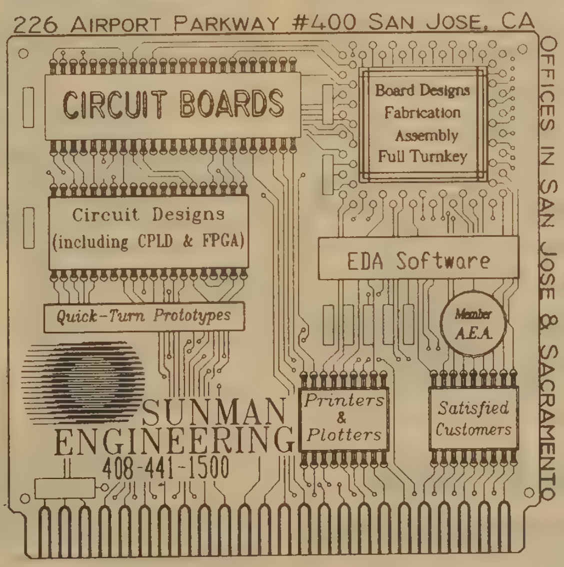

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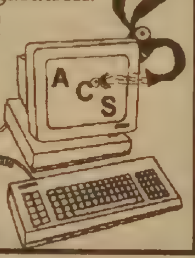

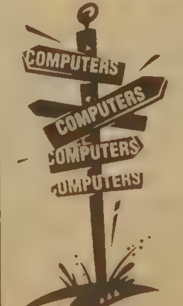

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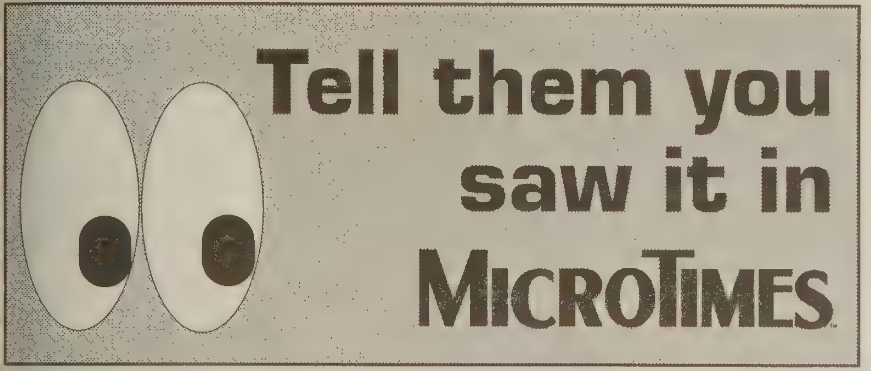

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New Products *continued from page 250*

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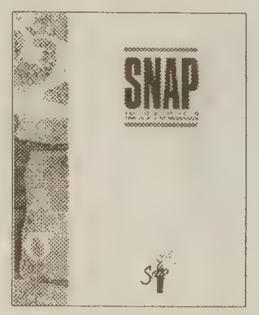
FreeMail allows standalone PCs to exchange unlimited email and files with other PCs. It does not require a computer network, but uses regular telephone lines and standard modems. Only one copy of FreeMail must be purchased; users can then make free copies that can be given away. The program offers the ability to send and receive any kind and length of file, file and message encryption, groups mailing, launching of Windows applications from FreeMail, automatic polling of other sites, an automatic file transfer system that will send files only if they've been modified, time restrictions limiting when other sites can call you, the ability to share a single phone line with a fax or answering machine, built-in security, certified mail, and automatic file compression among other features. ($74.95) FreeMail, Inc., 2504 West Main St., Suite K, Bozeman, MT 59771-1656. (406)586-4200, email: *FreeMail@aol.com*.

MMax Multimedia Faxing

MMax is a multimedia file transfer application for Windows. Users select the file(s) to be transferred (up to 150), select a phone number, and click Send; the software does the rest. When receiving files, MMax places them in the appropriate directories: word processing files are placed in the word processing directory, spreadsheet files are placed in the spreadsheet directory. MMaxPro can send any type of Windows file such as video, sound, photos, images, text, application files, and batch files, among others; and includes Auto Send, Scheduled or Recurring Sends, scripting, normal faxing, and the ability to retrieve files from another PC. All versions of MMax can receive on command or in the background. ($19.95 for MMaxLite, $69.95 for MMaxPro) Handwerk Software; contact Marcan Distribution, 1038 E. Bastanchury, #125, Fullerton, CA 92635. (714)992-4028.

SNAP Professional For Windows v3

SNAP Professional is a survey design and analysis application that handles the entire survey process in one software package. It will produce professional questionnaires, enter results, and analyze and present data rapidly and expertly. Users can choose between frequency, holecount, grid tables, or cross-tabulations and an extensive range of analysis options using absolutes, percentages, filter and weights, scores, and index values plus descriptive statistics. Results can be presented in tables and two- and three-dimensional bar, pie, or line charts. ($795 for single-user license) Mercator Corp., 172 State St., Newburyport, MA 01950. (508)463-4093.



Extend WinZones

WinZones is a Windows utility that displays multiple time zone clocks simultaneously on the user's computer. It supports daylight savings time and provides several customizable features including digital or analog clock faces, optional date and seconds display, color selections, alarms, and an always-on-top option. Over one hundred major cities are preprogrammed into the database, covering all time zones throughout the world, and new cities can be added in seconds. For Windows 3.1 and above. ($29.95) Extend, Inc., 4847 Hopyard Rd., Suite 3218, Pleasanton, CA 94588. (510)484-0395.■

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- Adaptec PCI SCSI Controller
- Quad Speed CD-ROM
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- MS-DOS 6.22 & Windows 3.11

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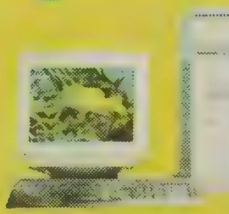

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- Quad Speed CD-ROM
- Super 32 Bit PCI IDE w/2S/1P/1G
- Diamond Stealth 64 PCI w/1MB
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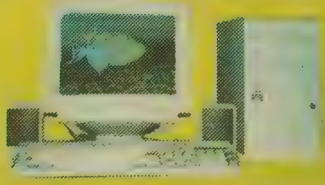

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- 32 Bit PCI Motherboard w/ZIF
- Pentium Overdrive Ready
- 256 External Cache
- 4MB High Speed RAM
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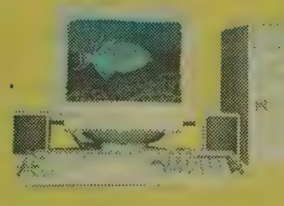

COMPUTER SHOPPER
March '95 says

"World-Net is the winner hands down."

The World-Net P54C PCI VL may be the last system in the alphabetical ordering of this review, but its performance comes out ahead. The only system to feature SCSI, combination PCI/VL-Bus computer.

The SCSI hard drive, good graphics card, and great application performance all contribute to the World-Net's success as a dependable Windows workstation.

And as always, you ought to consider adding Windows for Workgroups to the configuration if you are thinking of buying this unit. As it stands, of the OPTi systems in this group the World-Net is the winner hands-down.

— *Computer Shopper*, March 1995

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- High Speed I/O w/16550 Chip
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- Keytronic 101 Keyboard
- MS-DOS 6.22 & Windows 3.11

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486DX2-80MHZ BEST BUY

- 32 Bit VLB Motherboard w/ZIF
- Pentium Overdrive Ready
- AMD 80486DX2-80MHz CPU
- 256K External Cache
- 4MB RAM
- 420MB Hard Drive
- 1.44 Floppy Drive
- 32 Bit Super VLB IDE
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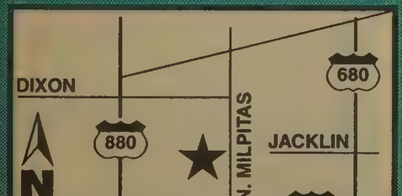

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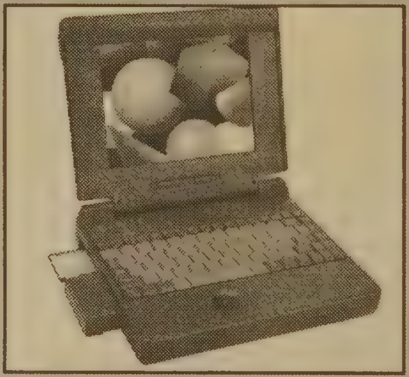
486 VESA LOCAL BUS MULTIMEDIA NOTEBOOK



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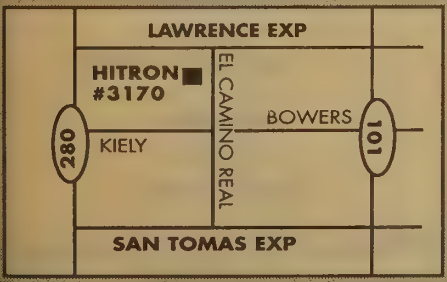

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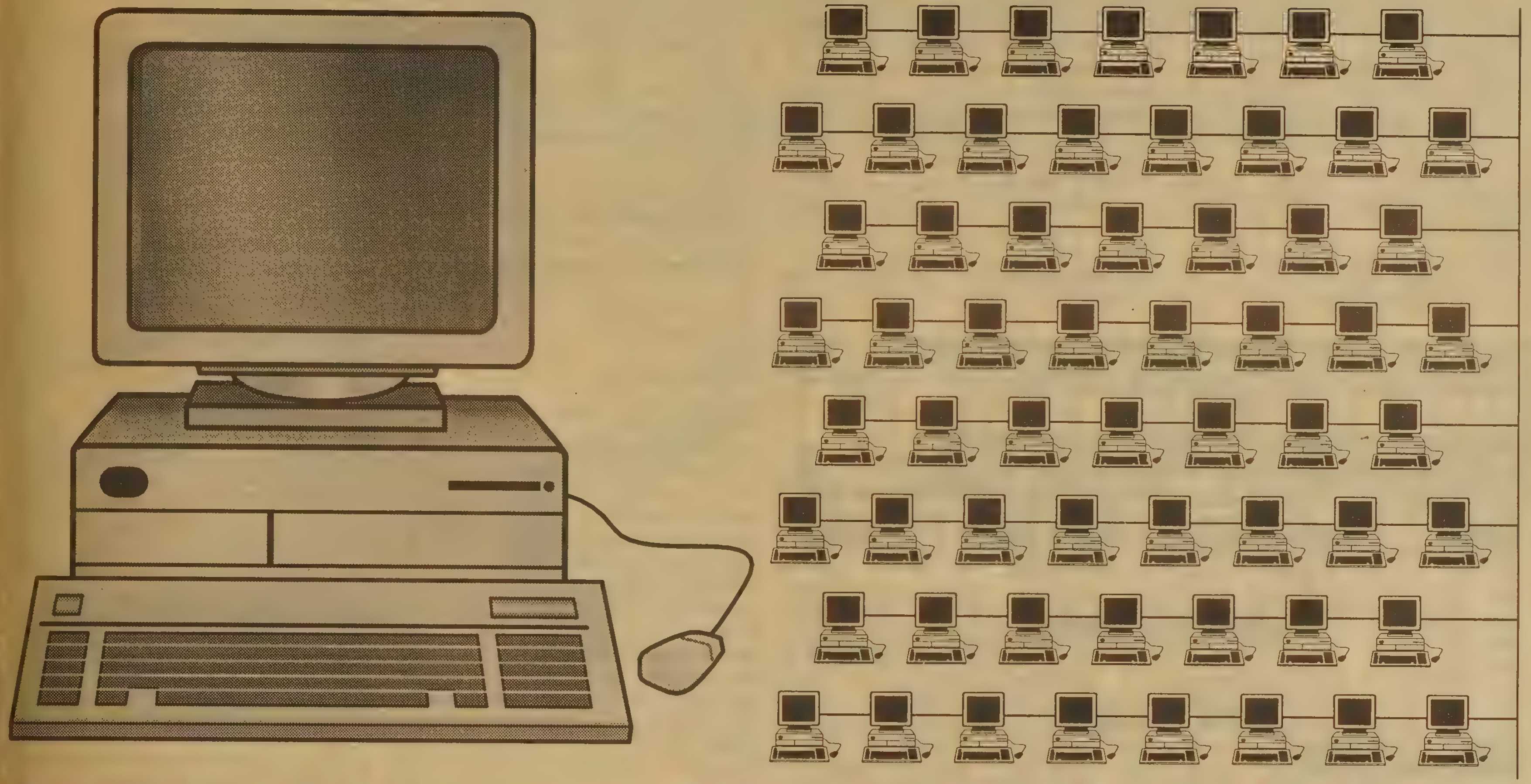

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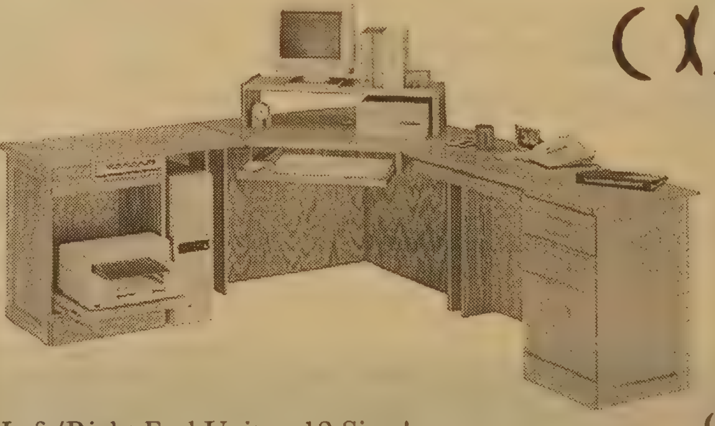

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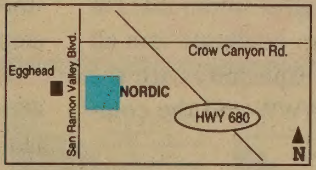

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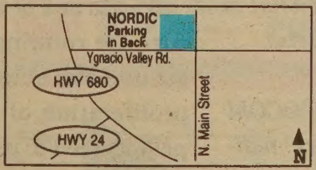

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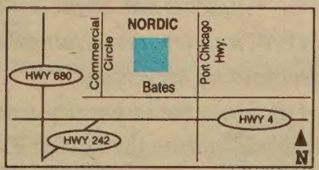

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

The Dummies Phenomenon Continues Unabated

Or
They Shoot Horses, Don't They?

The following letter describes a situation aptly. The letter writer is anonymous.

At my [un-named] university, a [certain] professor [who will flunk me if she finds out that I wrote this] uses PowerPoint, Adobe Photoshop, a color scanner, a PB540C (12MB of RAM), a desktop Mac, and a 270MB SyQuest drive to:

1. Prepare lectures for the class

- *uses color scanner to scan images in from textbooks [has publisher's ok]*
- *incorporates images into PowerPoint and adds text via PowerPoint*

2. Says it takes about 10 hours to produce one 50-minute lecture.

3. Brings PB540C and some kind of projector that plugs into PB that throws image on large pull-down screen (like a view foil screen)

4. Does the lecture, unplugs the pieces, and takes equipment back to office.

- *lectures are three times a week.*

Note: The class was promised that all these lectures would be on "The Web" [in the beginning of the semester back in January] so:

- *we need not take close notes from the stuff shown in class, but only write "clarifying comments"*
- *and we can download the lectures to personally study [publishers' permission granted to put text and images on Web obtained]*

Fast forward to first week in March:

- *lectures still not on Web*

Second week in March:

- *lectures FINALLY on Web, we get the home page URL in class*
- *students ask "what is a URL, what is a WWW, and what is a Home Page?"*

I decide to try all this out:

I dial into the university, using PROCOM PRO, and endure the typical 65 "busy" redials to get connected. [this is normal dial-in, not SLIP, etc.]

I access the URL, and there is the home page and I find the list of lectures!

I pick a lecture and download it to my "workspace" associated with my university account.

I back out of the homepage and get back to my university system prompt, and prepare to download the file to my HD.

I use ZMODEM, and at 14.4, it takes 23 minutes to get the file, which I note is a PostScript file about 1.7MB.

I don't have a PostScript viewer, so I log back on and download GhostViewer, install it, and it works fine on small one-page .ps files, so I try it on "the lecture" and it blows up. Probable reason: I don't have enough RAM on my Windows machine. University comp center suggests 12MB at least. I've got a ThinkPad, so this costs $400+.

I say "The hell with it" and the comp center says "Yeah, people have Web-itis, and don't know what they are doing..."

ASIDE: One week a guest lecturer came in and put her files on the Web and they downloaded fine. They were small, and I used Word to view. Reason: She used MS Word and saved as text files, hand-made her view foils on a copier, hand-drew her pictures. She only put the text files on the Web, since the textbook we use "already has the pictures."

I try to work "gently" with the professor to "find another way" to get her notes out on the Web (like, text files, and maybe no images or JPEGS). But she blames the University comp center, saying that they don't know what they are doing, and simply tells the students in class "not to download, but just print the files to the local University printer." Cost is $.06/page; each student must establish a "printer" account and pay in advance.

I REST MY CASE

This is one of those great stories that I'm sure are running at an epidemic rate all around the country, especially with the proliferation of the WWW and the compelling need to use it.

In the above example, it seems to me that it would be easier for the professor to bring a computer to work and spend a few minutes after class and copy diskettes with the material in a simple format.

But when you find a professor who is unwilling to listen to more knowledgeable students, you have a problem. In fact the actual point of the story is that too many educators are still in a know-it-all mode that just doesn't work in this technological age. Even a good family doctor has discovered that patients sometimes know *something*. I've been shown more than a few tricks by my nine-year-old, and don't pretend to think that I am personally the fountainhead of all computer knowledge. I take the opposite approach and ask for tons of help. Heck, it's free most of the time. Take advantage of it.

> **When you find a professor who is unwilling to listen to more knowledgeable students, you have a problem. Too many educators are still in a know-it-all mode that just doesn't work in this technological age.**

Now can anybody figure out what school this was?

And Now For Something Completely Different

Here's an interesting note culled from a friend:

Apparently a CD-ROM called the *Make 'Em Laugh 'Til It Hurts!* collection is about to be history.

Even though The Fun Group, the publisher, has a signed license to produce the collections, and written product approvals, one of the syndicators realized five to eight months later in December 1994 that they made a mistake. *Make 'Em Laugh 'Til It Hurts!* has five hundred nationally syndicated cartoons which can be used in a wide variety of ways, including on business newsletters and sales flyers. This $100 million syndicator suddenly realized they had licensed their lifeblood to The Fun Group for The Fun Group to sell for pennies on the dollar in terms of reprint fees.

Now, due to the syndicator's requests (threats, is my guess), The Fun Group has stopped selling the product.

However, one reseller, MicroWeb (1-800-888-0420), has about four hundred copies left at $89.95 and some of the other collections of one hundred cartoons for $39.95. Once those copies are gone, and a smaller number of units at PC/Mac Connection and CompUSA, this product will never return.

And that is your tip of the month! ■

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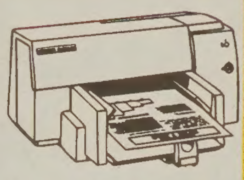

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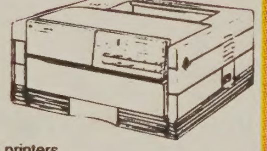

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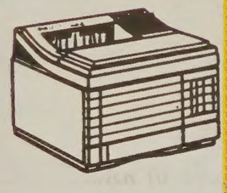

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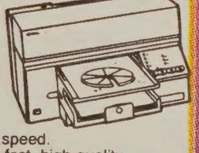

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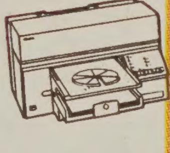

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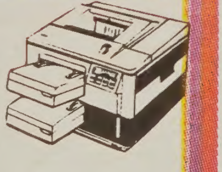

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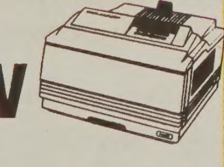

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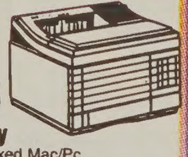

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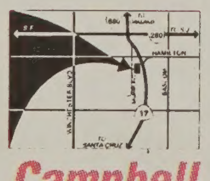

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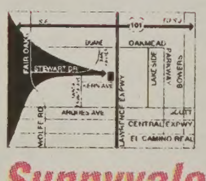

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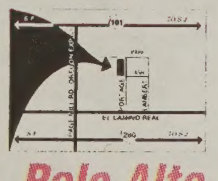

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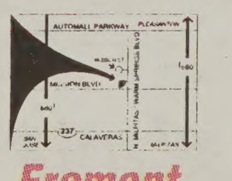

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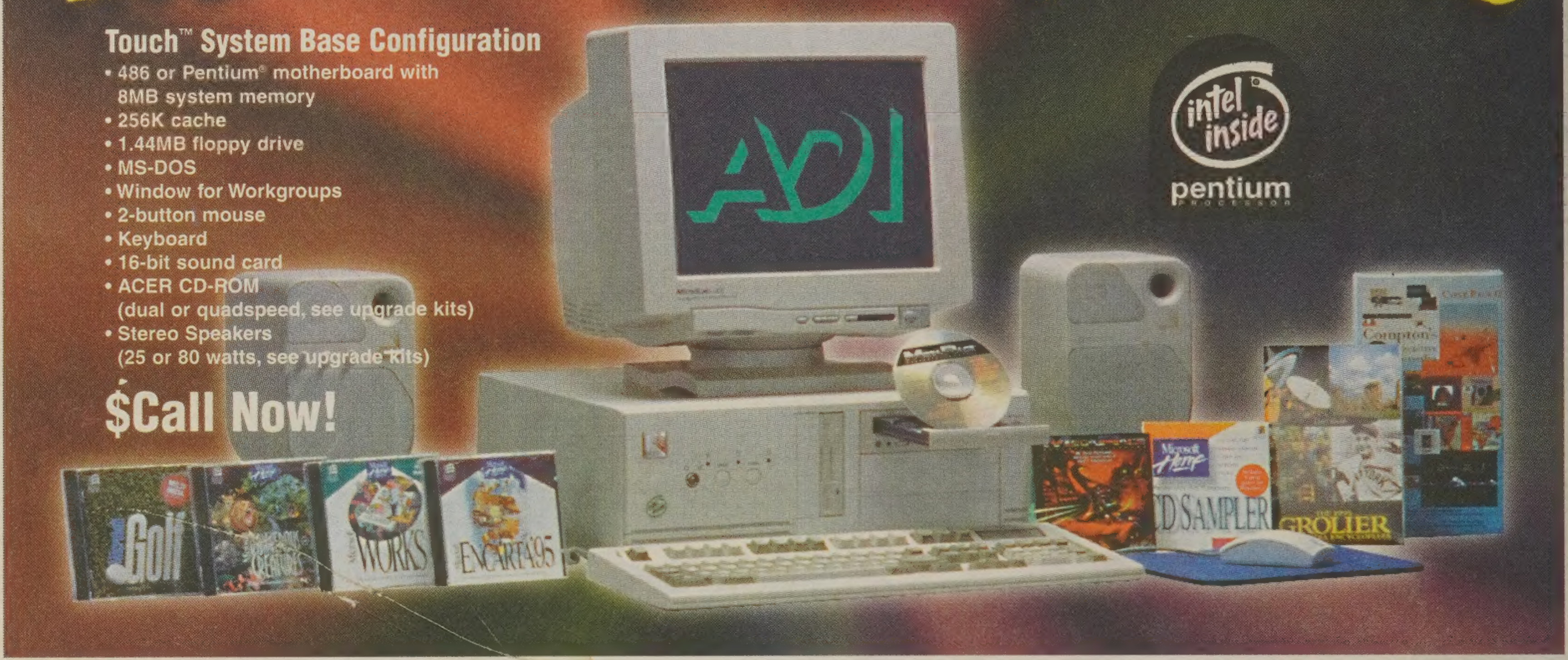

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